

THE BILLBOARD

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PER YEAR, \$1.00

THE CHICAGO MEETING.

The Complete Stenographic Report of the Convention of The International Association of Distributors.

Held at Chicago, July 19-21, 1898—The Minutes of the Meeting reproduced entire—Somewhat tardy, but interesting and instructive.

Owing to a delay on the part of the stenographer, the minutes of the Chicago meeting did not reach us in time to appear in our August issue. In spite of the tardiness, however, we believe it best to reproduce them this month, because there is much in them that can be read with profit by members of the I. A. D., and distributors at large, as well.

The report is given in full, and though it will consume some time to get through it, it will amply repay the reader.

Convention called to order at 10:30 a. m. by the President, Jos. Reid.

A committee on credentials was appointed and after a short discussion it was moved, by W. H. Steinbrenner, that the convention be adjourned, to meet at 2 p. m. sharp; which motion, after being duly seconded, was submitted to the vote of the house, and unanimously carried.

JULY 19, 2 P. M.

Convention called to order by the President, Jos. Reid.

Second order of business: "Filling vacancies in office by temporary appointment." Pending the absence of the First and Second Vice Presidents, Mr. W. C. Tirrill, of Lima, O., and Mr. O. P. Fairchild, of Covington, Ky., were appointed by the President to fill said vacancies.

Third order of business: "Roll call of the members by the Secretary."

W. H. Steinbrenner, Secretary-Treasurer, before calling the roll, stated that he had arranged the roll alphabetically, according to the States, and proceeded to call the names of the members of the association, many of whom were present, and answered to the roll call.

Fourth order of business: "Appointment of Committee on Credentials."

The President here stated that the nature of the office of Secretary necessitated having two members of the association to act with him in case there was anything to be done; that he and Mr. R. S. Deuglass had gone over the books with Mr. Steinbrenner, anticipating that some few would be behind in their dues. Such Credential Committee reports that almost the entire membership is in good standing, with the exception of a few, who are in arrears, and suggests that those members who have persistently refused to conform to the constitution and by-laws of this association be dropped from the organization.

Mr. Deuglass read as follows:

We, the Credential Committee, would respectfully report as follows:

M. Weinstraub & Co., Providence, R. I., \$7.50
W. A. Walters, Philadelphia, Pa., 10.80
W. W. Wakefield, Denvers, Mass., 6.15
Maurice Weinstraub, Boston, Mass., 9.30

It was moved by Mr. Curran and duly seconded by Mr. Tirrill, that the persons whose names were just read as being delinquent in dues, should be dropped from the association; which motion was put before the house by the President and unanimously carried.

Mr. Deuglass asked to be allowed to introduce to the convention Mr. H. T. Hayes and Mr. Venus, of the Dr. Chase Company; Mr. Hibbard, of the Boston Institute, of Chicago, and Dr. Burkhart, of Cincinnati. The visitors were welcomed by the President, who said that there would be an opportunity given for each of them to make a talk before the adjournment of the convention.

Fifth order of business: "Report of the President."

The President: This gives me an opportunity to make a speech, but I will relieve you who know me best, by announcing that I am not going to do anything of the kind. I have been considering this matter a great deal and had thought that I would make the speech of my life on this occasion. There are a few things I wanted to recommend in making this report. I notice in our Rules of Order we have no Committee on Laws and Revision of Laws. I think in the old constitution we certainly had a committee to set along this line, and while perhaps it would not be wise to appoint such a committee at this time, I desire that the matter should not be forgotten. I am in duty bound to make a report here, but I am not prepared. However, my reports made quarterly are in the hands of the Secretary-Treasurer, and are here, and can be referred to. I intended to prepare a special report for this occasion, but the last few days have been fully occupied. I am most happy to say that the association is in good condition, our number has been increased largely over two hundred during the past twelve months, and we have otherwise improved our condition in a most satisfactory manner. Anything further I do not care to say, but if you feel as I do about the appointment of a Committee on Laws and Revision of Laws, I will be glad to hear a motion to that effect.

Louis H. Ramsey moved that a committee be appointed by the President, on Laws and Revision of Laws.

The motion being duly seconded by Mr. Case, was submitted to the house by the President, and was unanimously carried.

The President: The motion did not rec-

Cash on hand July 14, 1897..... \$21.49
Initiation fees and dues received..... 1,457.17
Received from Dr. Miles..... 28.85
Received from J. L. Hill..... 26.40

Making a grand total of..... \$1,533.91

Our expenditures have been as follows:

Postage..... \$65.02
Case..... 87.75
Printing..... 332.70
Typewriters..... 185.00
Miscellaneous..... 32.41
Dr. Miles..... 28.85
Quinn B. P. Co. Dist..... 5.00
Membership fees returned..... 7.00
Vansycle..... 1.85
Reid..... 22.71
Moulton Adv..... 15.00
Kane Adv..... 9.60
Billboard..... 163.00
Stenographers..... 178.57
Alchene Printing Co..... 9.83
J. L. Hill..... 12.10

\$1,366.39

My report would not be complete, either, without I included an itemized account of the association's indebtedness, which is as follows:

Due Hennegan & Co..... \$ 42.00
Due "The Billboard"..... 106.00
Due on typewriter..... 70.00
Due President Reid..... 3.60

During the year we have added to our list 217 new members. We have dropped twelve members for cause and non-payment of dues, and at present have in good standing 309 members. There are dues unpaid and owing to the association outstanding to the amount of \$211.70, most of which will be paid as soon as the fall business opens up. While we have added 217 new members, we have rejected 471 applications and returned 36 applications on account of already having a member in the town from whence the application came. We have on hand at this time thirteen applications, which are undergoing the customary rigid investigation.

I have been somewhat criticised for mention made of the International Bill Posting Association. I wish to embody in my report an explanation of the episode. The International Bill Posting Association was very lavish in the notices which it gave our association, and I deemed it only courteous to extend them the two notices which I did. My only intention was to reciprocate their courtesies. I want to go on record here as having no affiliation with either of the bill posting associations, and, furthermore, I do not believe our association should form any entangling alliances with other associations.

I wish also to suggest a change in the constitution and by-laws. Heretofore it has been our custom, upon taking in a new member, to give him the exclusive franchise of a city or county, as he might wish. Some asked for counties and some for cities, and this gives rise to endless confusion. We ought to have it one or the other. I personally favor giving one man one city only.

As I said at the beginning of this report, I wish to direct your attention to the vast amount of work involved in conducting the office of Secretary and Treasurer. It has occurred to me that some of the burden might be taken from me by separating the two offices, and electing a Treasurer. I do not know, though, that this would bring the desired relief. I am afraid that if the Treasurer was a resident in some far distant town that it would only increase the work of the Secretary by necessitating additional correspondence between the two offices, and the delays incident thereto might on occasion hamper and impede the Secretary in his work.

One thing is absolutely necessary, and that is that the Secretary be allowed a day for a stenographer. A good, competent and capable stenographer can not be had for less. I have not been able to secure and keep one upon the present amount allowed me, and for that reason I seriously recommend that you consider the question of increasing your allowance for this class of service.

I also recommend that this association extend a vote of thanks to "The Billboard" for the very able and efficient assistance it has loaned us during the past three years. It has worked hard and tirelessly. Everything that it could possibly do to further our organization or extend its scope, it has done, and done readily and willingly. Much of our growth is directly due to the efforts they put forth in our behalf. An acknowledgment of our appreciation would be a graceful tribute to our friend and ally, "The Billboard."

It has also been suggested that this association adopt a uniform for its journeymen distributors. This uniform to be the same in all cities. It has been further suggested that a brass button of some suitable design be adopted, and that this button be also used on all the uniforms alike. A label button of recognized and uniform design has also been suggested. All of which I submit for your consideration. Very truly yours,

W. H. STEINBRENNER.

President: You have all heard the report of our Secretary-Treasurer—what will you do with it?

L. H. Ramsey: I move that the report of the Secretary be received as made, and placed on file; and also that a vote of thanks be extended to our Secretary.

Motion being duly seconded, was placed before the house by the President, and unanimously adopted.

President: We now come to the seventh order of business, "Report of Soliciting Secretary."

We will now hear his report.
Mr. President and Brother Members.—In accordance with Art. VI, Sec. 4, of our constitution and by-laws, I beg herewith to submit my report for the year just ended. Like my predecessor (Mr. Jas. L. Hill), when I assumed the duties of this office I found absolutely nothing in the way of information, either regarding our members and their territory or the advertiser who was friendly to our association. Much valuable time has been taken to gather up and arrange information concerning the members, their territory, prices, etc. I am pleased to say that I have these points of reference arranged now nearly to my satisfaction, and with a very few exceptions am enabled to state to the advertiser the price of the different class of work he may wish to place, also the class of service he will receive at the hands of that particular member.

During the year ending July 16, 1898, I have received letters as follows: From m-



COL. BURR ROBBINS.

commend any number. I don't believe in having a committee too large; neither do I believe in having the committee too small. If it meets with the approval of the convention, I will make the committee five. There being no objections raised, I suppose that number will be satisfactory. I want to put both the Secretaries on that committee—Mr. Steinbrenner and Mr. Case—and I will add Mr. Leonard, Mr. Bryan and Mr. Curran. The members of this committee will necessarily have to meet when the convention is in adjournment.

There being no objections, these five gentlemen will constitute our standing Committee on Laws and Revision of Laws.

The President: The sixth order of business comes next, "Report of Secretary-Treasurer."

Mr. Steinbrenner read the following report: Mr. President and Gentlemen.—In submitting this, my annual report of the business handled by me in my capacity as Secretary and Treasurer of the International Association of Distributors, I desire to direct your attention particularly to the vast amount of hard work involved. Among other things, I have written upward of forty-six hundred letters on association business; in addition thereto, I have mailed to advertisers twelve thousand circular letters. I have also mailed out two thousand letters and lists of members, and sent out one thousand invitations. This in itself involves a vast amount of time and work.

Cash received is as follows:

Total amount received..... \$1,533.91
Total amount expended..... 1,366.39

Cash on hand..... \$141.12

Taking the first item of our expenditures, to-wit, postage, I respectfully beg leave to submit the following itemized account:

Circulars soliciting members..... \$112.52
Reports of 1897 meeting to members and others..... 48.00
Letters, application blanks, constitutions..... 189.50
Postal cards..... 10.00
Cuts to members..... 5.00

\$365.02

Taking the account of printing in like manner, it will be found that our account was \$332.70, as above stated. On this account, I deemed it best to itemize the list of printing which we had had from them, in order that it might be better understood. I submit it, as follows:

11,000 letter heads.
13,500 envelopes.
12,300 letter circulars.
10,000 large envelopes.
2,000 application blanks.
2,000 constitutions.
5,000 four-page circulars.
500 copies Advertising List.
1 line cut and signature.
87 cuts, Tacker Dis. and Center Piece.
400 badges.
1,500 printed receipts.

bers, 1,552; from advertisers, 976; from distributors, not members, and seekers after information, 427.

During the same time I have sent out letters as follows: To members, 1,544; to advertisers, 334; lists of members sent to advertisers, 421; to distributors, not members, and seekers after information, 418; postal cards sent out, 495.

During this time I have paid as postage dues, \$1.68.

The items of expense may be summed up as follows:

Postage	\$0.25
Express charges	2.65
Service of stenographer	2.00
Office expenses, books, paper, ink and pens	3.95

Total expenditure \$87.95

During the past year I have received from the Secretary-Treasurer the sum of \$87.25. During the year I have placed work with the members at different points to the amount of \$687.33, and at the present time am placing it in Pennsylvania, (with the exception of Pittsburgh and Philadelphia), and I am sure that our members will all have their share of work this fall.

It is not my intention or desire to ensure any member for neglecting to report promptly any new work of inquiry he may receive concerning work, but I would recommend the passage of an article, for insertion in our constitution and by-laws, making it compulsory for a member to report at least every thirty days. This would enable this office to issue a list of tips that would be strictly up to date.

I have been fortunate in settling several matters between the advertiser and the distributor without having recourse to the Executive Committee, with a probable loss to the association.

I have found it necessary to prefer charges against one or two of our members, and have referred the papers to the Executive Committee for action.

Trusting I have covered the ground to your satisfaction, I remain, Yours fraternally,

W. H. CASE, Soliciting Secretary.

President: You have heard the report. What is your pleasure?

L. H. Ramsey: Mr. President, I move that the report of the Soliciting Secretary be received and adopted as read.

The motion being duly seconded, was put before the house by the President, and unanimously adopted.

Mr. Tirrill: Mr. President, I think if the Soliciting Secretary has preferred charges against any of the members of this association, the names should be read out. I therefore move that the Soliciting Secretary proceed to the reading of as many charges as he has in his possession.

The motion, after being duly seconded, was put to the vote of the house by the President, and unanimously carried.

Soliciting Secretary, (referring to letters)—First, we have a charge against J. H. Beltz, advertiser, signed by Wilford Hope. (Reads letter.) The only defense he appears to make is his letter, which I now read. (Reads letter.) These are all the papers I have in this case.

Member: Mr. President, I believe Mr. Geo. M. Leonard has some information on that particular case.

Mr. Leonard: Mr. President, I will state for the benefit of the members that I went to Scranton, Pa., in February or March, and stopped at the Hotel German. I sent out a dozen letters inquiring who the prominent distributors were, and was answered back by all that Reese & Long were. I went to this man's house, walked two blocks in the mud, did not find him, and could gain no information. I made inquiry at a grocery store and a drug store, and was informed that he distributed his bills by sending them out with boys. Afterwards, these communications were sent to me to present here. The first complaint was made under oath; the man who makes the written defense has not done so under oath.

Mr. Hill: Mr. President, it occurs to me that under Art. IX. of our constitution we are superseding our authority by taking this matter away from the Executive Committee.

President: I gather this idea, that the statement should probably come before the Executive Committee, but when we are assembled in convention, we are the Executive Committee—we include the whole.

Secretary reads a letter from Charleston, S. C.

Some time ago Mr. Keogh wrote me a letter, saying that Hood and Miles had taken their work away. I wrote, asking what he had done, as these two firms were slow in taking their work away from any one.

Secretary reads letter from Dr. Miles, stating that the charge was made against Keogh because work was not being done in a proper manner, and failing to meet their representative, Mr. Keogh stating that he did not have time to talk to Dr. Miles' agent.

Mr. Hill: Mr. President, the greatest trouble we have is that men come into this association and then they get to feel that they are little gods; when an advertiser comes along, he has to get down on his knees to them. I make it my business to get to the advertisers as quick as possible, and I think the sooner these men find out their business the better it will be for all of us.

President: I heartily agree with the Executive Committee in this matter, and the single proposition, "He hadn't time"—that alone makes him unworthy of membership in this association. A man to hold a membership here must be just as prompt in attending to a message left on a slate as any other—that much attention is due from him to the association, if not to the message.

Soliciting Secretary: I have another charge of such a bulky nature, I think it had best be referred to the Executive Committee—against A. P. Phillips, Conneaut, O.

President: The Secretary had better read one or two of the letters.

One letter was read, making charges, and the answer of Phillips.

A portion of another letter was read, bearing on the same subject, the right of franchise in a district which had been transferred, and now in all probability two men are doing

distributing there. There must be some law along this line.

Mr. Curran: The situation is somewhat similar to the one in Pueblo. We claim the franchise there. This man Mitchell worked for us and did all that he could to undermine us, until I was forced to put him out, then he started in, in opposition, and in about six months we bought him out, and I sent a copy of the bill of sale to the Secretary; also a copy of the letters and everything else.

President: I have heard all of this case. Secretary: Mr. President, the reason that was not voted upon, I find that sending a complaint to the Executive Committee to be acted upon is a long piece of work. I further state that I saw the bill of sale, etc., and I believe Mr. Curran is in the right, and owns the franchise.

President: I would say that I think Mr. Steinbrenner has never failed to send me reports, and I have undertaken to settle a great many, and have settled a great many cases; when we have to go around to look up the members of the Executive Committee, it takes a great deal of time.

Mr. Steinbrenner then read the minutes of the preceding meeting.

Mr. Hill: Mr. President, I understand from the report just read that the President was empowered to approve of bonds offered by the association; it should have been made by the Secretary and Treasurer to the association.

President: I have never had the pleasure or honor of signing any bonds for the association or for Mr. Steinbrenner. If there were any bonds required, he would have no trouble in obtaining them. The association has required no bond. I was the person who raised the question of a bond, but it was neglected, and knowing the condition of the Treasury all the time, I did not feel that bonds were needed.

Mr. Leonard: Mr. President, as our association is not incorporated, a bond would be no good. As far as Mr. Steinbrenner is concerned, any loss to the association incurred through him I stand ready to make it good.

Mr. Leonard further stated that he thought in time the association would grow to such immense proportions that it would have to be incorporated, and when that time comes there will be money enough in the Treasury.

President: I want to tell Mr. Leonard that he was appointed on a committee for that purpose, and was not here to hear of his appointment.

Minutes of last meeting approved.

President: In regular course of business we now come to No. 10, "Communications and Bills." It has been suggested that we suspend the rules and pass "Election of New Members" and the applications offered for election.

Before we proceed, there will be an application for Scranton, Pa., from Reese & Long. Unless Mr. Beltz is dropped, there can be no action taken.

Mr. Steinbrenner: Mr. President, I wish to state that I have an application from Reese & Long for Dunsmore. If that is not in the same county as Scranton, they have two membership fees to Pennsylvania.

President: If I understand you correctly, their application covers territory not covered at this time.

On motion, made and duly seconded and put before the house, Messrs. Reese & Long were elected for the territory not covered.

Mr. Murphy is introduced.

President: We sent for you, Mr. Murphy, on account of an application for membership in this association, and we all wanted to see you. I extend you a hearty welcome.

Mr. Murphy: Am I elected, or not?

President: You are not.

Mr. Murphy: Then I can not thank the gentlemen.

This application of Mr. Murphy was under the firm name of The American Bill Posting & Distributing Co., Brooklyn, N. Y.

Mr. Leonard: Mr. President, as a member of this association, I have been to Brooklyn four times; I have known Mr. Murphy for nearly thirty years; they have one of the finest plants for bill posting in the city. We want a good representative in Brooklyn. I don't know of a man who will fill the bill any better than Mr. Murphy.

President: Mr. Murphy, I would like to ask you a question: Which branch of this business do you keep upstairs, bill posting or distributing—which one do you hold in advance? Do you set as much store on one as on the other?

Mr. Murphy: I have always made my money on bill posting—made more from that than distributing.

President: But whatever distributing you get, you get it with the same desire to have it as well done as your bill posting?

Mr. Murphy: Everything we have done in the last thirty-five years we have done to the best of our ability.

Motion made and duly seconded, placed before the house by the President: Mr. Murphy is unanimously elected.

Calls for "Speech! Speech!" by the entire convention.

Mr. Murphy: Mr. Chairman and Gentlemen.—I hope you will only expect me to say that I am thankful to you on behalf of the American Bill Posting & Distributing Co.; very thankful to you, one and all.

We have an application from Charles O. Miller, Millersburg, O. This application is signed by men who I have no doubt are perfectly reliable.

Mr. Hill moves that Mr. Miller be received as a member. Motion duly seconded and put to the house by the President.

Mr. Miller unanimously elected.

President: We shall expect a speech from you, Mr. Miller.

Mr. Miller: Mr. President and Gentlemen.—I am very much obliged to you; I will try to do my duty as a distributor—not being a speech maker, you must excuse me.

We have one more application which has not been acted upon—that of DeLong & Biederman, of Joliet, Ill.

On motion, duly seconded and put to the house, Messrs. DeLong & Biederman were unanimously elected.

President: Mr. DeLong, you are unanimously elected, and a speech is called for.

A member: Now is the chance of your life, Mr. DeLong.

Mr. DeLong: You say it is the chance of my life. If I serve this association as I served Uncle Sam from 1861 to 1865, I will do myself proud—I got a discharge with eleven engagements on it.

Cheers.

Secretary: If Mr. DeLong serves the association as he has Uncle Sam, it will be a lifetime job.

President: We will now attend to the tenth order of business, "Communications and Bills."

Secretary: I wish to say, before going to any other business, there was an application to be made out for a Buffalo firm.

President: While you make it out, we will call on the Executive Committee to make a report of these cases.

Mr. Douglass: Mr. President, I have been delegated the duty of making the report for the committee. Will say that we have several cases; the one calling for the most care and trouble was the Heverin case, of Louisville, Ky., about which I had three or four letters. We gave the case our thorough and careful consideration; we had charges preferred from one or two firms for bad service, and we unanimously agreed that Heverin be dropped.

There was the case of John H. Owen, Detroit, Mich. About the only thing we found was that Mr. Owen had made a fool contract. We disposed of the matter by having Mr. Owen satisfy the advertiser, and the President issued a reprimand.

There are the four members, M. Weintraub & Co., W. A. Waters, W. W. Wakefield and Maurion Weintraub, whose names have been already dropped on account of being delinquent in payment of dues.

In regard to the complaint in writing against John H. Beltz, of Scranton, Pa., we agree that Mr. Beltz should be dropped from the association, leaving a vacancy which is now ready to be filled.

In regard to the charge against Charles W. Keogh, of Charleston, S. C., I believe it is not only the feeling of the committee, but of the entire membership, that his name should be dropped.

Mr. Steinbrenner: Mr. President, we have an application from Buffalo, (including Tonawanda), from Whitmore & Fillbrick, endorsed by Mr. Otting, Mr. Ramsey and Mr. Leonard.

It was moved and seconded that the application should be accepted on recommendation. Motion unanimously carried.

Mr. Leonard stated in substance that he was located in a county where there were several good towns, but he did not think it was for the good of the association that he, or anyone, should be entitled to the control of all the towns in his county unless he paid the stipulated fee for each town; if he wished to control three or four towns, he should take out an application for each town.

Member: It was my understanding that it was not the county I paid tax on, but the population.

President: Gentlemen, we will come to the discussion of this subject in a short time. We will now go back to No. 10, "Communications and Bills."

Mr. Steinbrenner: Mr. President, I would say that all the bills we have are included in my report already read.

President: Gentlemen, lest some of you might think that the office of President was a salaried office, I want to say my business transactions are all in the hands of the Secretary. I desire to say that I send out all the certificates; each one costs about four cents; in addition to that, I send a letter, two cents' postage. My bill of \$21 was all accounted for in proper form each quarter; it goes in the way stated, not as salary.

Secretary: We will read a letter from Wildes Brothers, general advertising agents and distributors, Portland, Maine, dated June 17, 1898. (Reads letter.)

Mr. Murphy: Mr. Secretary, have you many more letters like that; if you have, I must be excused to take a drink.

Mr. Pease states that he dislikes to interrupt the order of business, but it is necessary for him to go home, and asks to leave some of his little booklets for distribution among the members of the association, that he soon intended to send out in a large quantity for distribution throughout the country.

Mr. Leonard begs to inform the gentlemen that any town he sends work to, and it is not properly done, to inform the Secretary.

Mr. Fairchild thinks it a good idea if the advertisers watch the distributors and report to the Secretary if work is not well done.

Secretary reads a letter from Mr. John T. Hudson, Pittsburg, Pa., Second Vice President.

A letter read from Valle & Bro. Advertising Co., Brownsville, Texas. A letter read from Killmore Chemical Co., Fletcher, O. Communication from D. J. LeFebvre Advertising Co., Manchester, N. H., in which "The Billboard" was criticized, which letter it was moved to lay on the table. Motion carried.

Mr. Steinbrenner: Mr. President, I would like to say in regard to "The Billboard," I think we owe "The Billboard" more than any one individual. They stood by us when we had no money; they printed our advertisement when we did not have any chance, it seemed, to pay them, and they told me that if we could not pay, they would make us a present of it. I think we get a great many more free reading notices than we pay for. I am not saying this because they are personal friends of mine. My first thought was not to bring this letter to the convention, but he (LeFebvre) was entitled to have it read.

Member: I think "The Billboard" has been doing all that it possibly could for the association; the only trouble is the association members do not write more for it; I concur with him in reference to the "Ajax" letter. I live in a small town, and I did not write.

Member: I think "The Billboard" knows what is right, and I am sure it knows how to please the association.

President: As this letter is tabled that certainly ought to satisfy "The Billboard."

Letter read from J. F. O'Meara, Jersey City, N. J.

Secretary: We have invitations from Cincinnati and Detroit for our next convention.

Letter read from Gustav Tafel, Mayor of Cincinnati, and a letter from the President

and Secretary of the Cincinnati League.

Letters of invitation also read from M. Maybury, Mayor of Detroit; O. A. Bierce, Secretary of the Detroit Convention and Business Men's League; also, letter read from W. S. Pingree, Governor of Michigan.

Mr. Leonard: We met in Detroit a few years ago, and they had a big fire for our entertainment.

Secretary: We also have two telegrams from Detroit, as follows:

"International Association of Distributors, in Convention Assembled, Leland Hotel, Chicago: Business Men's League sends cordial greetings and urges favorable consideration of Detroit's invitations. O. A. Bierce, Secretary."

Also a telegram from the Mayor, as follows: "Detroit, Mich., July 19, 1898. To International Association of Distributors, Leland Hotel:

"On behalf of our citizens, I desire to renew invitation to meet in Detroit next year. We want you to hold your deliberations here and partake of our hospitality."

"M. C. MAYBURY, Mayor."

Mr. Krutz, of Goshen, Ind., offers the following resolution: "Resolved, That this association extend an invitation to the American Bill Posting Co.; C. B. Hood & Co., official solicitors of the Associated Bill Posters' Association; Geo. A. Treyer, of the National Advertising Bureau, official solicitor, and the Chicago Bill Posting Co., to the privilege of the floor of this convention."

President: I will say that we are pretty well along with our list; there will be time enough this afternoon to hear them if they are not too lengthy.

A motion was made to the effect that all the parties named in the resolution should be invited to the privileges of the floor during the session. Being duly seconded and put to the vote of the house by the President, it was unanimously carried.

Mr. Fairchild: Mr. President, I think we had better set a time—1, for one, want to be at the association all the time; there is a great deal for us to do, if we do it right, there is no use for us to come here unless we can be benefited.

Mr. Grebe: I move you, we invite the gentlemen to the privileges of the floor tomorrow afternoon at 3 o'clock.

The motion, being duly seconded, was put to the vote of the house by the President, and unanimously carried.

The matter of having the photograph of the association taken in a body was discussed.

It was decided that 9 o'clock, Wednesday, July 20, the association would assemble in a body on the steps of the Fine Art Building and have their photograph taken; the Secretary stating that all those who desired one of the pictures could have same at one dollar each; no one was under any obligation whatever, but it was greatly desired that all would be present.

A night session was favored by some of the members, but it was finally decided not to meet that evening, at any rate, as many of the gentlemen had been traveling all night, and were tired out.

President: We will now take up No. 12, "Unfinished Business." You can spend an hour right here in good, hard work.

Mr. Fairchild: Mr. President, I am a very poor talker, but I think every man can regulate his own business if he will do good work and do it as he contracts to do. There is no need to have scheduled prices. In fact, I advocated it at the meeting at Cincinnati, but I have come to the conclusion that you can't do it. If every man will do his work well, and get good results from your work, you can get your prices. I get \$2, \$2.25 and \$2.50, and they don't complain about it. I believe all can get good prices if they will always do good work.

President: I wish, gentlemen, you would confine your speeches to five minutes; as much shorter as you please—as a starter, I should be pleased to hear Mr. Ramsey talk along that line.

Mr. Ramsey: Mr. President, in regard to prices, I don't think it proper to establish a scale of prices unless it be the minimum; the conditions of cities do not warrant an established price; it would shut us out entirely if you raised the price to, say, \$2 or \$2.50. All we have to do is to stay where we are and do good work, and when we are stronger and better known we can demand our prices.

President: We will hear from Dr. Burkhart.

Dr. Burkhart: Well, I can just say, Mr. President, I am quite a novice in this work; haven't given it much thought; I have only been distributing circulars about seven months. I have had a good deal of this work done by my men, hired in different towns. I think it will be the best policy of the association if you could possibly adopt a fixed scale of prices. My idea has been to adapt the prices according to the work distributed and to the population of the town. Say, a population of from five to twenty thousand, a certain price; from twenty thousand inhabitants to seventy-five thousand, another price; and from 75,000 to 150,000 population still another price. I think just as soon as you can establish these prices you will do the association good; there will be less complaint. All you will have to do will be to send out your scheduled price, and we will all know that we are all the time getting the regular prices. There is a great deal of difficulty arising from the distributors having no fixed price; one man will take the work at \$1.50, in large cities; another man will come along and say, "I haven't anything to do; I will take it for less."

An advertiser will come along and give you his work at \$2.50, not being very well up in the advertising business; he accepts your offer of \$2.50; afterwards he finds out that the same man has done similar work for \$1.25, and he loses confidence in the distributor in a business way, and if he can get another man to do his work next time, he will do it. Of course I realize the fact that the association is practically in its infancy. But there is no reason it should not grow to a grand work, it is a grand field, by proper and strict attention, honesty and business principles carried out to the letter it will be a grand work, one that you will all be proud of; and it may be, at the present time I would not recommend that you fix a

scale of prices, but it should be arranged at the earliest possible date.

President: Now, Mr. Leonard, we will hear from you.

Mr. Leonard: Mr. President. As far as distributing circulars is concerned, I make it a point to employ men only; my rates have always been from \$1.50 to \$2 per thousand; there has never been over 25 cents profit on a thousand. I have raised my prices from \$1.50 to \$1.75 this year; I have written to each of my customers that I could not do the work for less, and everyone says: "Go ahead, and give us the same service you have been giving." I pay my men a dollar a day. I do not think any man who can do good, first-class work can be secured for less than a dollar a day. I don't think any of us ought to employ boys. Where you give a man good service, he will not object if you raise your prices. I think in any ordinary town \$1.75 is an average price, and is small enough.

Mr. Curran: Mr. President. There is hardly any work we do for less than \$2 per thousand, or \$2.50 and \$3. We did a lot of work for the Allen's Foot Case Co.; we sampled seven towns and got \$2 a thousand. I went down to see him at Buffalo; he showed me a list of his work he had done at \$1.75 per thousand. I made a compromise for \$2 a thousand, and got 3,000 cards at \$2 a thousand. He told me he got cards in Chicago at a cent and a half—but I told him that I guaranteed good advertising. I believe in getting \$3 a thousand, and no less. Any town we cannot give out 3,000 circulars in, we get 50 cents a hundred. I don't care who the advertiser is; if good, he will not object to fair prices for good service. Some bill posters will post a sheet of paper at four cents a month; now, I get 12 cents a month. I want it to be understood that no man can distribute at less than \$2 a thousand. I consider that we can not distribute more than six to eight hundred in a day of ten hours and I pay \$1.50 per day for distributors.

Mr. Otting: Mr. President. I want to tell you there is certainly a minimum price, below which work can not be done at a profit, no matter what the town, or what the section of the country, or what the characteristics of the town may be. Therefore, as this association has grown, in my estimation, to be a great, big, powerful association, and as there is behind this association an absolute guarantee for good service, I think this association has a duty to perform—that is, to establish a minimum price, and make that minimum high enough to be profitable, for, unless profitable, it will never amount to much as a business. I would earnestly enjoin you to adopt a minimum price, and as soon as possible to adopt a rigid and fixed price.

J. H. Crownover: I have a large business as any one here; we have various prices; competition is strong. There are no less than twelve or fourteen men in the business who will make bids from 75 cents to \$2 per thousand and a great many advertisers are taken advantage of. Dr. Miles' man came through my territory some time ago and was looking for a man who would do the work at \$1.25 per thousand. In my cities, St. Paul and Minneapolis, work can not be done at the same prices; owing to the way the cities are built, one is more compact than the other. I employ men only; I have placed 600,000 pieces this season, and I have about 90,000 pieces of advertising matter to place in the next month; I employ six men and pay them \$1 a day, and when out far from home, I furnish lunch. I think at the present time if a scale of prices were fixed for my territory it would drive me out of the business; I have done work at \$1.50 and \$1.75, and made very little; I sometimes take work at \$1.25 just to keep my men employed. I have raised my prices on most of my work now, since I have established my reputation. I think it would be an absurd thing to fix a scale of prices.

Mr. Crownover said much more along this line.

Mr. Hill: Mr. President. I agree with almost everything that has been said in the convention. In the South and Southwest there are fewer distributors who actually make a business of distributing than there are in the North and Northeast; for that reason, there is less matter sent out than further East; therefore, for that reason, it is harder for a distributor to get a good price. Now, if you are going to lay down a fixed price, I think it should be a minimum price.

Mr. Murphy: Mr. President. I believe a great deal of time is being lost in this discussion. I believe as Mr. Fairchild does—let every man run his own business, and do it honestly. We ought to know just as well about it as somebody a thousand miles away.

Mr. Steinbrenner: I think there is one other point that has not been touched on yet, in regard to prices. One firm will come into a city and make six distributions a year, while other firms will not come but once a year. I think a distributor can afford to work for less for one than for the other; then, again, there are firms who advertise, and we are doubtful whether we will get our money, and we have a right to charge something extra for the risk. Say, for instance, the Dr. Chase Co. I am working on the sixth distribution in the last twelve months, while we have other firms who come once a year only. Again, in the Dr. Chase work I have the whole territory; other firms, after I have made a price, try to shift me out in some suburb. I think I ought to have a right to charge what I like.

Mr. Grebe: Mr. President. I think the only show is to adopt a minimum price; we all know it costs just about so much to get out anything—there may be some occasions when you want to cut low, to get out and underbid your competitor.

Mr. Otting: Mr. President. Let the association do something towards the advancement of prices. I think now is the time to raise the prices to at least \$2 a thousand, or \$1.75 as a minimum. To facilitate matters, I should like for this to be put before the house.

Mr. Ramsey: Let \$1.50 be the minimum.

Mr. Curran: Mr. President. Just one moment. Our Bill Posters' Association went through all this price business; we raised our prices from five to six cents per sheet, and some of our men said they would be afraid to ask that price, but we stuck to it, and now I

am getting twelve cents per sheet. If we do good, satisfactory work, no reliable firm will take their work from you on account of your price. We might at least establish a minimum price.

Mr. Dixon, of Milwaukee: Mr. President. Our association is in its infancy; for the good and benefit of all we must handle this thing with gloved hands. A distributor will never be able to get enough for his work. I believe the price is low now, but we are not the only distributors on earth. If we, as distributors of this association, should fix a scale of prices commensurate with our work, these advertisers would turn from us and we would lose our trade. I know these advertisers. I employ nobody but men. I can not make more than 25 cents on the thousand at \$1.50. I put out in Milwaukee, 50,000 pieces, working five to six men. But I know if the price was fixed for the City of Milwaukee, they could not be fixed so as to help my brothers in the smaller towns. I think the best thing we can do is to work for the good of the association and compromise the matter, and let it go until we come back next year; then we may be prepared to do something with this question.

Mr. Marvin: I am not an orator. I will say that in small towns, not more than 100 population, I distribute for \$1 a town; then, again, where there are 4,000 I charge \$1 a thousand; this is outside of Aurora; in Aurora

I published this scale. If we could do that, I would gladly enter into the arrangement. I have one of the most scattering territories; in some of the district to be gone over, the residences are far apart and high up; others are built close together on 25-foot lots. Some parts of the town could be gone over at \$1 a thousand with more profit than other parts at \$3 a thousand, and I think these conditions prevail all over the country. The question under discussion: Can we fix a price for St. Louis, St. Paul, Minneapolis, and all the other towns? Take St. Louis, for instance; a man can put a thousand pieces out at a profit at \$1 a thousand, come right up to Alton and put them out at \$1.50, and he will lose money—I could not make even a minimum price; go to small towns, where a man can not put out more than 500 to 3,500, and it is worth \$5 a thousand. How are you going to do it for less? You ask to have a minimum price, but I say that I want to run my business myself.

Applause.
Mr. Ramsey: Mr. President, I move that we lay this matter on the table for another year.

Motion seconded.
President: It is moved and seconded that this matter, the establishing of a scale of prices, or even a minimum price, be laid on the table until our next annual meeting.

Mr. Leonard asks to amend the motion, to



J. G. SIMPSON,
Of San Francisco, Cal., Vice-President of the A. B. P. A.

we distribute at \$2 and \$1.75; usually \$2, and guarantee the advertiser. We use a lining but men do not do this work.

Mr. Tirrill: Mr. President. I consider this a very serious question, and one that must be handled very carefully. In distributing, the conditions and service vary, and the price must necessarily vary. You can distribute some matter at a certain price and make a profit. There is a vast difference in the requirements of firms; some require you to put a circular at the door; others require you to put it inside of the house, and you can't do one at the same price as the other. Again, if we establish a price that is too high, there are no advertisers controlled by this association who can be compelled to give their work to the members of this association. Any man can be a distributor; no capital is required; a man need not even own a team of horses and a wagon. A man can go into the distributing business without investing a dollar, and if he is disposed to do so he can go into a town and pick up a man to do the work for the advertiser, and not always even work himself. I think the only thing to do is to allow the price to rest with the distributor. Undoubtedly, it would be a good thing if this association was powerful enough, to make a scale of prices, but I don't think we have arrived at that state yet, and it is a question in my mind whether we ever can.

Mr. Reid, the President: Gentlemen.—I have some ideas, but I am too much on this side, hardly to be permitted to speak on this question. The bill posters have undoubtedly established a price and made a success, but they are so different; they have sheets, and they have boards to put up, and they have horses and wagons. I don't see that they have very little competition in their business, but very little competition that is commendable; they get their prices by having estab-

lished the effect that the President appoint a committee of three or five to decide the matter before the next convention.

President: I decline to do that. The convention can appoint a committee. I am too biased in my views to appoint a just committee.

Cries of "Question! Question!"

President: You have all heard the motion, that the scale of prices, as well as the minimum of prices, be tabled for one year.

Motion unanimously carried.
Motion made to adjourn, to meet on the steps of the Art Institute at 9 a. m.

Motion carried. Adjourned.

WEDNESDAY MORNING, JULY 20, 1898.
10:30 a. m.—Meeting called to order by the President.

President: Gentlemen. It is now past the hour that we should have come together, but I think it would be wise to permit the visitors who are present to talk at this time, as some of them want to leave. I think we have a representative of the Dr. Chase Medicine Co., and also of the Dr. Miles Medicine Co. with us. We will open with a talk from the representative of Dr. Miles, inasmuch as I am acquainted with you, Mr. Hayes.

E. C. Beardsley, of Ellshtart: Mr. President and Gentlemen.—I came over, not to talk, but to listen, and perhaps to look. I had some curiosity, and I must say that I am very much pleased with what I have seen and heard. When this organization was first started, we felt very much like encouraging it; we believed it was organized on a proper basis; we believed it would lift the work of distributing out of the gutter and garbage, and I congratulate you, gentlemen, on the progress you have made. The business of distributing circulars has been in the past a picked-up business. I am glad you have made it a first-class business. We have been very

much pleased with the work you have done for us except in one or two cases, and in each case such complaint as we have made has been promptly attended to. There are one or two things necessary in order to get good results. In the first place, the distributor should do his work well and right; we believe the proprietor should pay his employees enough to enable good work to be done. I was in a city a few weeks ago and saw a man distributing. I asked him if he usually did his work in that way—he belonged to a big concern. He said: "No; but we are only paid a dollar a thousand, and we can't afford to do it any better." I said: "If you are doing distributing for a living you can not afford to do it at all; you could not get a job from us. If you work at a price that you can't afford to do your work well, you can't afford to do it at all; you are casting disrepute on the work of distributing. As I say, I am very glad to meet you, gentlemen, collectively, and I congratulate you again on the progress you are making, and extend to you, each, individually, a kindly invitation to call on us at any time when you are near enough to come."

Applause.
Mr. Hayes: Mr. President and Gentlemen.—I have nothing to say. I have done my share in giving the boys what I can to distribute. I am not a speech-maker, but a distributor.

Applause.
Mr. Tirrill: I think Mr. Hayes has been around with most of the boys.

Mr. Steinbrenner: I think Mr. Burnhams is the manager of the distributing department of the Miles concern, and I know we all would like to hear from him.

Mr. Burnhams begged to be excused.

Mr. Runey was called on next.
Mr. Runey: All I can say about the California Co. is that its distributors double up occasionally. We like to have our matter put out separately and alone.

President: Did you ever hear of any of that sort of work done by any member of this association?

Mr. Runey: No; we are very much afraid of that sort of man, consequently we favor the International Association. We send men out very frequently ourselves to do our distributing. I could mention a good many towns where this doubling-up is done. I think it food for thought.

President: I thought perhaps you had some one in mind who was a member of this association, and if so I should like for you to make a charge direct.

Mr. Hessler: Mr. President and Gentlemen.—This is the first time I ever had a chance to make a speech in a convention, and I am quite a distance away from home and a little afraid of the cars. (President: We all expect to be benefited, and there are no cars here.) I publish the Two Bills and the Gazetteer. I think most of the members have received one. Anything I can do to help the distributors, I should like to have the pleasure of doing it.

President: If there are any gentlemen with us who make a business of distributing who are not members of the association, we would be glad to hear from them.

Mr. Crownover: There is a gentleman here from Freeport.

Mr. Waller, of Freeport: I have been engaged in distributing for the last ten years. I find there is a great deal of poor distributing done in Freeport, (not by me, but by some other men.) I have a good trade so far; I do my work right and good, and I would like to join this association, and will agree to stick by the association.

President: We should like to hear from Mr. Runey.

Mr. Runey, Jr.: Mr. President. Mr. Runey is my father; he does the distributing in Waukegan. He usually gets about \$1.75 for distributing. He takes two men and one goes on each side of the street through the town; each takes as many circulars as he thinks it will take to cover one particular district or street; he thinks this gives the best satisfaction.

President: I think it would be a good idea if some of the other distributors would tell us how they distribute their circulars.

Mr. De Long, of Joliet: Mr. President, we have a member here right from the State capital, where they are thought to do good work—Brother Horn.

Mr. Horn: Gentlemen.—I have been in the bill posting and distributing business for four years now, and have never had any trouble with any work except once, and it was not poor service took that work away—it was spite work, and after some difficulty I got the matter settled up. We do our work with boys. We have found that you have to watch men just as much as you do boys. We get good boys, who come out of the schools; do not take boys raised in the street. You have to pay a man from a dollar to one-fifty a day, while you can get a boy for 50 cents a day. It don't pay to send out either boys or men unless you watch them. I have had good success with boys, and I hope to be a member of this association.

President: I would like to inquire what aged boys you use?

Mr. Horn: From fifteen years of age up. Another thing I have to say; the opposition in a town is one of the things the association has to work to put down. There are lots of agents who get the money and pay the men on the spot; the agent hires men to put out the work; sometimes he stays there and watches them. I have had agents come to me and give the bill of lading to me, and I went after the work. These agents are sent out to watch the work, but it is the distributor who is responsible and has the work done. If a man comes to me and asks my price, and he then asks if I have any opposition in the town I always tell him "Yes." I will not stand in any man's way. I get six or seven cents a sheet for posting, while the Opera Co. will put it up for two or three cents a month. For distributing, I get \$1.75 a thousand; I used to distribute for \$1.50, but have gone up on my prices, and the firm I have worked for the last four years wrote me that they would ship me their work at the advanced price.

President: Are you a member of the International Association of Distributors?

Mr. Horn: No; I am a bill poster.
 President: We will now go back to No. 13, "New Business." Is there anything under that head?

Mr. Douglass: Mr. President. As an officer of this association, I want to offer a resolution for the good of the association:

Whereas, The international revenue tax imposing one-eighth of one cent on proprietary remedies, if imposed upon sample packages intended as advertisements for distribution from house to house, is prohibitive; and

Whereas, The law does not impose any such tax on free samples, but explicitly reads, "articles manufactured to be sold;" and,

Whereas, Some officers of the Internal Revenue Department have erroneously construed and attempted to enforce said tax against said free sample packages; and,

Whereas, If it continues to be enforced, it will work great hardship on proprietary remedy houses and rob over 5,000 distributors throughout the United States of a livelihood; and,

Whereas, We do not believe that the framers of the measure ever intended that it should be enforced against advertisements or sample packages intended to create and build up demand; now, therefore, be it

Resolved, That we, the International Association of Distributors, in convention assembled, at Chicago, July 19-22, individually and collectively protest against the enforcement of said tax; and, be it further

Resolved, That a copy of these resolutions and protest be drawn up and signed and forwarded to the Commissioner of Internal Revenue, with a request praying for a special rule which will exempt our business from total annihilation.

Mr. Douglass: I don't think that resolution needs much debating. I offer it for the good of the association.

President: Gentlemen, what is your pleasure?

Mr. Crowover: I think it necessary to have it signed and sent off in short order by registered letter; it has hindered my business about \$60 in the last two weeks; it worked hardship to me, as well as to the manufacturer.

Mr. Douglass: For the benefit of the members of the association, I will say that resolution was instigated by Dr. Burkhardt. Dr. Burkhardt finds his business is being very materially injured. He says if they let him alone, he expects to distribute a great many samples, but if this law is kept in force he will have to give it up; if we pass such a resolution and give him a copy he will take it down to Washington and try to get the law repealed. It has been decided by some judicial advocate that under the law free samples could not be taxed.

Mr. Fairchild: I believe the resolution is a good one; it will do a lot of good to send it to the Internal Revenue Department. You can not make it too strong.

The resolutions were fully discussed, and several changes suggested, and finally unanimously adopted as above.

President: Is there anything else under "New Business?"

Mr. Grebe: Mr. President. I want to ask the association a question. I found out this morning that a member of the association in a town adjoining me was taking work from my own town. I want to know if there is any law against that.

Mr. Steinbrenner: You might write to him and call his attention to the constitution.

Mr. Hill: I think that question will come up in the matter of Laws and Revision of Laws.

Mr. Steinbrenner: Mr. President. I find in some cases that members have had a contract with a firm before they have joined the association. I have a similar contract which I will turn over if arrangements can be made. I don't know how we can get around a contract made before joining the association; after joining, he has no right to accept work without the consent of the member.

Mr. Grebe: I should like to know how long after he becomes a member he has a right to continue to take work in your district?

President: There is a bare possibility that he has had a standing contract with these people. If it is true that he has been a member and has done it in violation of the constitution and by-laws of this association, it is a matter that will have to be adjusted. When you go back it will be best for you to see him. He is entitled to his contract, as he could not surrender the contract he already had without insulting the people. If it is a violation of his duty, then it is a matter for the Executive Committee to adjust.

Mr. Hill: Mr. President. I had a number of contracts in other towns, but we had a man located there, and I turned them over to him, and there has never been any friction about it.

President: Those matters can be very easily adjusted if handled right; if they are not, we take the case away from them.

Member: Who is looking out for the press?

President: Mr. Steinbrenner will attend to that. We will now pass on from "New Business" and go down to No. 14, "Remarks for the Good of the Order," again.

Mr. Douglass: Mr. President. This association is laboring under a great disadvantage in not being incorporated. We would be stronger and able to give better service by being an incorporated body; it would increase our influence. This is a matter that takes a good deal of consideration; it took the bill posters about two years to get incorporated; therefore, to get the matter in proper shape, I offer the following resolutions:

Whereas, It is for the benefit of the I. A. of D. to be chartered as an incorporated company; and,

Whereas, To incorporate such an organization as the I. A. of D. is quite a complicated matter; therefore, be it

Resolved, That the Executive Committee of the I. A. of D. be instructed to take such steps as may be necessary to properly procure a charter for this association, and to report at the next annual convention; and, be it further

Resolved, That the Executive Committee be instructed to ask Mr. J. F. O'Mealia, of

Jersey City, to co-operate in procuring such charter.

President: Gentlemen, you have heard the resolution. What is your pleasure? (Motion made and seconded that the resolution be received and adopted as read.)

President: Are there any remarks, if this resolution has any friends, now is their time to speak.

Mr. Grebe: I want to go on record as one of the most enthusiastic friends of the resolution. That is the only way to do business.

Mr. Curran: I understand in the resolution there is no amount stated to be incorporated.

Mr. Crowover: The way I look at it, it is one step more towards the protection of the advertiser. If such a thing can be accomplished they will be fully protected.

Mr. Steinbrenner: I think as our association is a business association, we should have a business standing, and I think a charter would be the proper thing. We could then sue and be sued.

President: Gentlemen, you have all heard the motion, which has been duly seconded. I want to speak on this subject. I will read Article X., Section 1: "The service tendered advertisers by this association is guaranteed to be absolutely reliable by the members at large."

Sec. 2: "In the event of a member being detected in violating his obligation to this association or advertisers for whom he may be doing work, by reason of dereliction of duty or non-performance of any stipulations of any contract or agreement which he has entered into with any advertiser, and it shall be proven, upon investigation, that said advertiser has sustained a loss at the hands of the aforesaid member, this association shall take immediate steps to reimburse said advertiser for said loss."

I don't see any contradiction there.

Mr. Fairchild: Mr. President. The idea of incorporating an organization of this kind is to escape individual liability, and the very rock this association was founded on was that each independent member was liable for the derelictions of the others, and vice-versa, all the other members were responsible for any one individual member.

President: We are merely responsible. If you were not a responsible person you would not be eligible to membership in the association, and the association would certainly relieve itself from such membership. But still I do not see the necessity of being incorporated. To be sure, the incorporation carries with it a little thunder and certain privileges, but we can't get any real benefit out of it, and we might get a great deal of annoyance. If I failed to do my duty, advertisers in Kansas City might prosecute the association, bring every one of us into disrepute, and virtually destroy the association on account of a little spite or misunderstanding with me.

On the other hand, as it is, they can destroy me, (and certainly having had the benefit of the association up to this time I would make every effort to get myself right again. Applause.) I myself might go down because of my poverty or indigestion, but I feel it would be an unfortunate thing if the association had to suffer as a body. I am interested in this association; we can't afford to be sued for a debt we can't pay. I would much rather be sued for a debt I could pay than for a debt I could not pay. You let this association be sued for a debt you can not pay, and you will have to adopt a new name. Of course there are people in the association who would go down in their pockets and pay the hundreds of dollars; we have that to do in this association. We are not perfect by any means, nor is it composed of perfect men.

There are people who love a dollar well enough to destroy this association to get it; we are liable to get some of these people, and may have them now, and when their opportunity comes we would have to go to work and meet all the obligations at once. I say we have had good friends to await our ability to meet our obligations, but what we will guarantee is different; there are people in the advertising business who have failed just as far to be true and just, and we are liable to come in contact with them at any time.

Mr. Fairchild: I would like to ask a plain question, in plain language: "Could this association, as an association, collect one dollar unless incorporated?" They could not collect one dollar legally.

President: The difference between this association and anything else I ever came in contact with is so great that there is nothing to compare ourselves with. The bill posters and sign painters are just exactly matched along with us; we are the same people, but our organization is for a specific purpose, and we obligate ourselves as a brotherhood to perform this purpose, and our existence depends on our discharging that duty. You have obligated yourself to pay my bills; you as an individual, you as a body, if I fail to pay them. Of course, if you can get incorporated I have nothing more to say; your judgment is certainly better than mine, as I am only speaking as an individual.

President: Any one present want to make any further remarks on this resolution?

Motion is put to the house by the President. Resolution is lost.

President: Dr. Talbert, we are all expecting a speech from you before dinner.

Dr. Talbert: I can't say much, but I will do the best I can, and you must make allowance for the rest. I expected to get up here yesterday, but decided I had better not come until to-day. I did not come here with the intention of talking, but still a person who has had the experience I have had with the I. A. of D. has a right to talk. I don't know of any one that I can say anything but a good word for, and I hope that our experience in the future will be as satisfactory as in the past. I have not been able to patronize the members of this association as much as formerly on account of the curtailing of a certain amount of outdoor advertising in favor of newspapers. I have always considered that if the work could be done properly it would become more satisfactory every year. I am satisfied that through the members of this organization the work of distributing from house to house is as near perfect as can be. Of course, as Mr. Reid says, we occasionally find a member who is not perfect. My

experience is that it can not be done too perfectly, and if a member will only take pains with it and do it carefully, I don't see any reason why he should not have abundance of work. Now, I believe if the members of this association will not neglect any part of their work, they can go ahead increasing the membership and usefulness, and I don't believe there is any limit to the work to be secured through honest and careful service. I hope to be able to control a good deal of work—I don't know how much—but I know we do not intend to give up distributing altogether. I have nothing else to say, only that I wish the association unbounded success, and anything I can do to assist you I will be glad to do it, and if I find any member worthy I am always ready to recommend him to any advertiser, and I hope I may be able to do the association a great deal of good, directly and indirectly. I am glad to meet you here, and hope to meet you again, and when I meet you again I hope you will have double the membership you now have, and that you are all having more work than you can do.

Applause.
 Mr. Steinbrenner: I would like to say a few words. I had a little experience in placing some work for Dr. Burkhardt, and I would like to call the attention of the members to the fact that they write too long letters, and they don't have bill heads; some of them send in a bill written with the letter, not on a separate sheet of paper; again, they send a postal card, saying: "I have done your distributing. I want to impress upon the minds of the members that they should provide themselves with letter heads and a bill head, and don't include your bill in your letter. Get a few bill heads. They will last for years."

Mr. Crowover: Mr. President. Under the head of the good of the order, I suppose anything will be acceptable. I don't know whether I have a peculiar method of my own, or whether my ideas have been picked up here and there, but I can say that my business has increased from 75,000 pieces to over 650,000 thousand pieces this year. When I have taken a job I draw a map with red ink and mail to the firm, and give the district; I then take the map of the city and mark that district to correspond with the postal card; each day I mark off the district gone over, and when the job is completed the map is completed. I mail to the firm each day the map of the portion of the city gone over, and when I send in my bill I send the completed map to the firm, with a list of grocers or druggists, and a list of merchants who carry their goods, and a list of those who do not. I have never heard any remarks, but certainly think it a good thing by the way my business has increased. I think I'll all of our members would pay strict attention to keeping the advertisers informed every day we would secure more work. In addition to this, I want to say that this association has an official cut; we ought to make a law compelling our members to use this cut or to withdraw from the association. As long as this association meets and we have the expense of \$40 or \$50 to come here, as we meet here for our mutual benefit, we should each do all we can to get the association in the best possible shape for the good of all.

Mr. Runey: Mr. President. I understand there is a movement on foot by the theatrical people to patronize this association. I haven't this as official, but they tell me they are dissatisfied with the way loafers around theatres distribute their bills. I don't know but it would be a good plan for our distributors to look after that matter a little. I referred the gentleman to our Soliciting Secretary.

(Some remarks were here offered on the subject of theatrical distributing.)
 Mr. Hill: Mr. President. I believe I am further South than any of the members of our association, except, it may be, Mr. Douglass. Our population is more scattered and we have cheap labor to compete with; our towns are further apart, and we necessarily have to charge more for distributing. I have two advertisers talking with me now about contracts, and they both complain of the price I have to charge.

Mr. Steinbrenner: Mr. President. For the good of the order, I should like to find out just what sort of stationery each member uses.
 Mr. Tirrill: Mr. President. I want to speak on the subject of uniforms. I have found it a great benefit in obtaining home work, as well as foreign work, to have my men in uniforms. The uniform is simply a blue cap and a red coat, with large brass buttons on it, and a badge, and white pants. The uniform is very attractive, and there is no other uniform like it; another thing, it comprises the National colors, red, white and blue. Several of our distributors have been there and have seen it, and speak very highly of it. Mr. Curran, of Denver, adopted the same uniform; I sent him a sample of the cap. I think the uniform is something we should have; it brings our men into prominence; people know who they are when they go up to the door with their circulars. I had the measures taken of the three fellows in my employ, and the uniforms made. The first day I went out with them; one of the men said he was sick, and went home. The next morning the other two said they had decided that they could not work for me if they had to wear a uniform. I told them that they would have to wear the uniform if they worked for me, so they left. I put a little ad. in the paper, and had seventy applicants, and have had no trouble about the uniform since. The foreman told me the other day that he did not feel right to go out without a uniform. I think this association should adopt a uniform of some kind. In the summer my men wear a blue serge coat and white cap. If an inspector comes into my office I can direct him to the part of the town my men are supposed to be in, and the inspector can go there and without difficulty see what they are doing. We can go behind them four or five blocks, and watch them all the time. It is the best way in the world to insure good service. I charge \$2 a thousand for all work distributed through me in Lima. I have one opponent in Lima who does very good work; the only trouble with him is that he will allow his circulars to be thrown in the yards and on the porches. I will not do that kind of work; each circular I distribute I as to go

in the house, under the door. If any of our members desire any further information about this uniform, I will be pleased to furnish it, as it is a matter I consider of vital importance to the association.

Mr. Fairchild: I think a uniform is a very good thing, but I think a hat band or something of that kind is a sufficient uniform—a red uniform would drive me out of the association.

Mr. Ramsey: It would be a good thing to ask the Secretary to communicate with some regalia house concerning uniforms for this association. I have six men in my employ; five of them are married men. I would not ask my men to wear what I would not wear myself, and I know I would not wear a red coat. A blue coat with I. A. D. on it, and in summer white duck pants, would be a neat uniform; a regalia house would get them up for \$10 a suit, while if you had them made at home they would cost you from \$15 to \$20. I would like to make a motion that the Secretary be requested to correspond with some regalia house in regard to furnishing uniforms for this association.

Mr. Curran: I don't agree with my friend, Mr. Fairchild, that a band on a cap is a sufficient uniform. I find that the red coat has increased my business wonderfully; I can distinguish my men two or three blocks away. When the inspector comes, I don't go out with him—he can go out and see for himself. I would like to see the red coat generally adopted.

Mr. Leonard: I couldn't ask my men to put on red coats; this matter was mentioned before them one time; they said they would rather starve to death than be dressed up like monkeys.

Mr. Fairchild: The agent who can't find a man with a band on his hat with your name printed on it must be blind. They can find them just as well as if dressed up in that conspicuous way.

Mr. Steinbrenner: Mr. President. I would just say that I believe I would rather starve before I would wear a red coat like some Italian monkey. When the inspectors come to our city, I can put them on a car and send him within a block or two of where the work is being done. I am in favor of a uniform, but I am not in favor of anything as conspicuous as red. I think a gray, as the mail carriers wear, or a nice blue, as the policemen, fire department, gas, telegraph companies and others wear, would do very well; they certainly don't ask their men to wear anything as conspicuous as red. I am like Mr. Fairchild; I would rather quit the association, I would rather lose my franchise, than put my men in a regalia of that kind. I want to keep my men. I know good men when I get them, but I would rather have no uniform at all than one so conspicuous, and therefore I object.

Mr. Grebe: There has been a good deal of discussion on this subject, but I don't believe a motion has been made. I move that the question of adopting a uniform be laid on the table until next year.

Mr. Leonard: I have an idea of a dark green uniform—dark bottle green, almost black—if I don't change my mind I will bring a sample with me next time.

Member: I second the motion, that this matter be laid on the table until next year.

President: There is a motion before the house. I want to give my ideas about a uniform. I never wore any red bloomers or anything of that kind. I would just as soon wear red bloomers as white ones. I don't believe we ought to adopt a uniform. It is a nice thing to see a man or a body of men in uniform, but the International Association is not known as an association. It is the Leonard Distributing Co., the Steinbrenner Distributing Co., or it is the Midland Distributing Co.—it matters not what the name, nearly all have more name than money. (Applause.) Something like my own, we have a whole lot more name than money. When I named my concern, I thought we would probably be alive when the International Association of Distributors was dead, and I did not want to be compelled to change my name. We have our own names, and are not known as an association; therefore I think if Mr. Tirrill wants his boys to wear the John Bull, or even the Spanish uniform, I would not object to it, but let us all do as we please about the matter.

Mr. Tirrill: I am consistent, at least; I don't use letter heads with a cut of a man in uniform distributing, and when you come into the town you don't find a single uniformed man.
 The President thought it would be unjust to adopt a uniform on account of the extra expense to distributors who could not afford it.

Mr. Leonard argued that a uniform was necessary for protection against bad work; that you were liable to get the credit of doing all the distributing in your town, if your men were uniformed they could easily be traced and it would be known exactly what work they did. I think we ought to have uniforms.

Mr. Runey: I see a good many here who have done distributing for me, and I think they do good work. I think these men do my work themselves, and I want them to continue doing it as they have in the past.

Mr. Douglass: I believe the uniform would be a good idea, but I do not believe in making it compulsory. In large towns it is almost necessary; I have had the same trouble Mr. Leonard has. Boys will go around and leave enough circulars at one place to start the fires for a month. The agent will come in and say: "Your men do so and so." Now, in fact, my men will not have done that job of work, but we are held responsible. I am in favor of a uniform of some kind, but am not in favor of compelling men to adopt a uniform if it is not to their interest. I think as an individual, that a uniform is a great protection. I would suggest that Mr. Leonard make himself a committee of one to investigate the matter and furnish us with samples.

Mr. Leonard: I think Mr. Steinbrenner can do that, as in his town is located one of the largest regalia concerns in the world.

President: I will say that if you want any information on this subject, you can just address our Secretary-Treasurer.

Dr. Burkhardt: Mr. President and Gentlemen.—I feel a delicacy in taking a moment of your time, as I feel that I am using your

precious time, but at the same time my business here was to meet you as a body and talk to you about distributing Dr. Burkhardt's Vegetable Compound. Before I proceed further I will say, as regards uniforms, I have one request, one suggestion to make; that is, have a cheap cap with the name of the association or the name of your company of distributors, and I will send you a nice silk band, and printed on that "Dr. Burkhardt's Vegetable Compound," and I want as many as distribute my circulars to wear that. I just offer this as a suggestion. Now, gentlemen, if we can get a little matter decided in Washington I have thirty million pieces of advertising matter to be put out in the United States, Canada and Mexico, and from my past experience with the International Association of Distributors I have decided to give you this work, where it is possible to do so. I have got two letters in my office—one a letter of recommendation—to every one of the boys who does good work I will mail one of these letters, and I am going to mail one to the Secretary if it is done properly, so that he will know what kind of men he has got—on the other hand I have got another letter, and you will be sorry to get that letter, it is not going to be a pleasant one. I want each of you to submit to me your territories and prices within a short time. On the 15th of next month I am going to Washington, I have two Senators and four Congressmen who are working for me, trying to get this stamp act on samples repealed, and I have little fear that inside of thirty days we will get it off, and I wish that each of you would use your influence with your Congressman and try to get this tax off the samples. (For the benefit of those who had not done the Doctor's distributing, he here illustrated how he wanted each package placed—stuck in the door, high up, so that it could not be reached by a child.) These samples cost me \$9 a thousand by the time they are delivered to you for distribution; they are valuable, and I want the work properly done. I want to be able to attend this association next year and be able to recommend every member. Here he referred to a case in Ohio of an old colored man who was employed to distribute Dr. Burkhardt's Vegetable Compound samples, who went to town once a week with butter and eggs and took a pocket full of samples to distribute on the road. (That was not the kind of service he wanted.) When the work is completed, you are going to get your money; the 15th and 15th are pay days at my office to all distributors.

Mr. Hill: Mr. President, Mr. Hayes, of the Dr. Chase Co., is here, and would like to say a few words.

Mr. Hayes: Mr. President and Gentlemen, I merely wish to say that all parties who wish to make contracts with the Dr. Chase Co., we are ready to talk to them. I will meet them in the next room.

Moved and seconded that the convention adjourn to meet at 2 o'clock p. m.

WEDNESDAY, JULY 20, 1898, 2 P. M.
Convention called to order by the President.

President: We will open under the two fifth order of business, "Unfinished Business," and the Secretary has some applications to be acted upon.

Secretary: I have here the application of W. C. Teide, of Racine, Wis., indorsed by Clarence Runey, Thomas Runey and the California Fig Syrup Company.

Mr. Leonard: I move that the application of Mr. Teide be accepted.

Motion being duly seconded, was placed before the house by the President, and Mr. Teide's application was unanimously accepted.

Secretary: We have an application from the American Bill Posting Company, Philadelphia. Mr. Fairchild vouches for it.

Mr. Otting: The American Bill Posting Company of Philadelphia is all right. Mr. Sanford F. Robinson put in the application for the company, if Philadelphia was repudiated.

On motion of Mr. Leonard, duly seconded and put to the house, the application of the American Bill Posting Company, Philadelphia, was unanimously accepted.

Secretary: We have also an application from Richard Waller; references, Clarence Runey, DeLang and Douglas.

Mr. Green moved that application be accepted.

The motion, being duly seconded, was put to the house by the President, and the application of Mr. Waller was unanimously accepted.

Secretary: We have an application from the Curran Bill Posting Company, Pueblo, Col. I will say that we have a member there whom Mr. Curran has bought out.

Mr. Curran: Mr. President.—This man Mitchell, of Pueblo, worked for our company in Pueblo four years. At last he got to running the town himself; in fact, going so far as having advertising matter printed in his own name; so I let him out. He went to Kansas City, and after while came back to Pueblo, and, with a Mr. Johnson and some other man went into business, called the bill posting and advertising company. Mitchell had no money whatever, and Mr. Harris, one of the managers, bought him out, and we bought out the whole company, bill boards, distributing sacks and all, and Mr. Mitchell was left out; but it seems that he is trying to start up again now. Now, we have bought him out fair and square; paid the money asked. I thought when I bought him out I was buying a franchise in the International Association, which I considered a good thing. I sent to the Secretary the exact duplicate of the bill of sale. After that I sent on my dues from Denver, Col., and was surprised when they were returned to me, saying Mr. Mitchell was a member there.

President: Does the bill of sale describe the franchise?

Mr. Curran: No; it describes their goodwill, their buckets and everything but horse and wagon, which Mr. Johnson took.

Mr. Dixon: I would like to ask, Can a man sell a franchise in the association? I thought we had to make a thorough examination.

Mr. President: We make a thorough examination of the party to whom the franchise goes.

Mr. Curran: He was working for us at \$75 a month. Pueblo is 125 miles from Colorado Springs, and a few of the business men said we ought to have the independent company called the Pueblo Company; and while he was in our employ he wrote to other firms having advertising matter in his own name. The first instance was the C. I. Hood Company. I investigated further, and I found he would be a good man to let go.

Mr. Grebe: Does Mr. Curran's bill of sale he lent to the Secretary show on its face evidence that he went out of business.

Secretary: I haven't the contract here, but I will state it includes the goodwill, the bags and everything, and I will state further that Mr. Mitchell claims to own the franchise.

Mr. Grebe: I move that Mr. Curran's application be accepted and acted upon.

Mr. Douglas: I think we are going the wrong way. I am in favor of Mr. Curran; know that he is a thorough business man in every respect; but I think the proper way is to drop Mr. Mitchell first. Of course, I believe that Mr. Curran expected to get this franchise. I will make a motion that Jesse Mitchell's name be dropped from the association.

President: Mr. Mitchell must have a hearing. I will ask the Secretary if Mr. Mitchell's dues are paid.

Secretary: Mr. Mitchell owes for this quarter's dues, from July 1 to October 1.

Mr. Curran: Have you had some correspondence with him in regard to this matter?

light. I have no objection whatever to Mr. Mitchell's name being dropped.

Mr. Case: I would ask, why not have Mr. Curran make charges in the regular way and have Mr. Mitchell's name dropped. I would make a motion to that effect, that we drop this Mr. Mitchell from the roll on account of his improper conduct to the association.

Motion duly seconded and put to the vote of the house by the President. Motion carried unanimously. Mr. Mitchell's name is dropped from this association.

Member: I would like to introduce Mr. Frederick Wildes, of the Chattanooga Medicine Company.

(Applause.)

Mr. Fairchild: Mr. Hayes, of the Dr. Chase Company, is prepared to make contracts with the members of this association.

Mr. Grebe: I move that Mr. Curran's application for Pueblo be accepted and acted upon.

Motion duly seconded and put to the vote of the house and unanimously carried.

Mr. Fairchild: As in the case of Mr. Curran, Mr. George Castner bought Mr. Cooley out, under the same circumstances. Mr. Cooley still claims to own the franchise under exactly the same conditions. Mr. Castner wrote me that he intended to be here in person, but on arriving home he found 6500 sheets, advertising the New York State Fair, to be put out, and he requested me to repre-

sent him here in this matter. I do know that Mr. George Castner bought Mr. Cooley out, and agreed that he would give Mr. Cooley a position as manager of the Binghamton Bill Posting Company. The contract was made and the money paid over. Afterwards a dispute arose, the merits of which I know nothing. Mr. Castner discharged Mr. Cooley. Mr. Cooley then, for the first time, claimed his right of franchise. Mr. Castner requests me to place this matter before you without bias and without prejudice.

Secretary: Mr. President.—Now, regard Mr. Cooley, of Binghamton, N. Y. He writes me, at the time he sold out to Mr. Castner, that he had sold out the bill-posting plant, but still retained the distributing. I believe it would be better to investigate this matter.

Mr. Grebe: We have fully discussed the matter regarding Mr. Curran. The Executive Board knows the sense of this matter.

Mr. Curran makes a few remarks along the line.

Mr. Hayes: Mr. Castner informed me that Mr. Cooley had turned everything over to him. I saw Mr. Cooley personally, and he said that Mr. Castner gave him the privilege of doing his work; that Castner did not want the distributing; he gave it to Cooley or Cooley's son.

Mr. Fairchild: Castner not only paid Mr. Cooley, but also gave him the privilege of distributing.

Mr. Hayes: As long as Mr. Cooley continued the business himself we had no trouble, but since he has turned it over to his son we have had some bad reports from there. Of course, we don't turn a man down for outside reports. We will investigate this matter. Mr. Castner has done very good work for us since he bought this place. I know Mr. Cooley personally; have known him about twelve years.

Mr. Curran: Is Mr. Cooley's name on cur-

books now as an association member?

Secretary: Yes.

Mr. Curran: How long has he been a member of this association?

Secretary: Three years. (Referring to book.) Mr. Cooley was admitted on December 8, 1896; he owes dues for the quarter beginning July 1, 1898.

Mr. Hayes: I have written to Mr. Cooley and told him if he did our work well we would stick to him.

Mr. Curran: Gentlemen, you know what an injury such a man can do working for you in some other town. If these reports are just and true, I move that Mr. Cooley be dropped from the roll.

Mr. Leonard: He undoubtedly sold out his franchise. If I should sell out my bill-posting and distributing business in Grand Rapids, I would not think of retaining the franchise. If I sell out my line of bill-posting, they go together.

Mr. Curran: I move that this gentleman, Mr. Cooley, be dropped from the association.

Motion duly seconded, put to the house by the President and carried. Mr. Cooley's name is dropped from the roll.

The President here urges great deliberation and consideration in dealing with cases of this kind, stating that these were poor men who took a sack on their shoulders and went from door to door distributing circulars, and "too much care cannot be used."

Mr. Leonard: There is no discredit cast upon the character of this man Cooley by the action the association has taken. He simply sold out his franchise, and we dropped his name to make place for some one else. We have cast no reflections upon Mr. Cooley.

Secretary: Mr. President.—I want to say that by some misfortune we have got into our association a man of the name of F. W. Newman, of Albany, N. Y. Mr. Newman is the manager of the District Telegraph Company. After I discovered this I returned his membership fee, but he again returned it to me, stating that he was going into business on his own account. We will read a letter in which he offers to distribute at \$1 a thousand. This letter is addressed to the International Bill Posting Association, and reads as follows:

"Gentlemen:—New is the time to advertise. If you intend to distribute circulars, pamphlets or any printed matter in this vicinity, you can save money by patronizing us. Our prices are \$1 per thousand for Albany; \$1.25 for Troy, Cohoes and Rensselaer. We are members of the International Association of Distributors, of Cincinnati, and have distributed goods for most of the large firms throughout the States.

"Respectfully yours,

"F. W. NEWMAN, Manager."

This letter was accompanied by a letter from the Miles Medical Company, which reads as follows:

"Eikhart, Ind., March 19, 1898.

"W. H. Case, Fort Wayne, Ind.:

"Dear Sir:—We herewith acknowledge receipt of your favor of March 18, and thank you for the information. We also return to you letter from the Albany District Telegraph Company. We received a facsimile of this letter a few days ago, and did not recognize it at all, as we are confident that nobody can make a thorough house-to-house distribution at \$1 per thousand, nor do we ask nor expect anybody to distribute our advertising matter at that price. Again thanking you, we are,

"Yours very truly,

"DR. MILES MEDICAL COMPANY."

Mr. Curran: I move that we give the Dr. Miles Medical Company a vote of thanks for that letter.

Mr. Murphy: Who is Dr. Miles, anyway? (Laughter and cheers.)

President: Gentlemen, you have heard the motion to the effect that a vote of thanks be extended to the Dr. Miles Medical Company for the interest they have taken in our association.

Motion unanimously carried.

Mr. Douglas: This letter shows that F. W. Newman is the Vice President of the Albany District Telegraph Company (that is on the letter head), and manager of the office, and I believe we don't want anything of that kind in this association.

Mr. Hayes: I have had some experience with this Mr. Newman. He did some distributing for the Dr. Chase Company—at least that is their office, 47 Maiden Lane.

The convention adjourned for a few minutes to look at proof of photograph. Photograph approved.

Secretary: We have an application from A. A. Bland, Keokuk, Iowa, indorsed by Mr. Fairchild, Charles Krutz and Mr. Marvin.

Mr. Grebe moves that the application be accepted. Motion seconded. Motion unanimously carried.

Secretary: We have an application from George Castner, Binghamton, N. Y., indorsed by Otting, Curran and Leonard.

Mr. Dixon moves that the application be accepted under indorsement. Motion seconded, put to the house and unanimously carried.

Secretary: It has been the custom to transfer these memberships. I should like to ask, Are they transferable, or will it be necessary to pay a membership fee? I think they should be transferred if they are bought out.

Mr. Murphy suggests that every member coming into the association pay the regular membership fee, as it is certainly worth that much, if it is worth anything; and, whether they buy anybody out or not, let them pay the initiation fee.

President: We have no law on that subject now. When the Committee on Laws and Revisors of Laws are out they can make some report for our future work.

Secretary: Mr. Tirrell has a transfer to dispose of.

Mr. Tirrell: This transfer I bring up is not that kind of a case. I sold my franchise for Van Wert. My case is not like the last two under consideration.

Mr. Murphy: That person ought to come in here and pay his fees.

Mr. Hill: Would it not be more proper to enact a law which will be properly a part of the constitution and by-laws?

President: This body is the supreme law. If we can make it here, we have the privilege to do so; we include all the committee.

Mr. Hill: I move that hereafter every mem-



I. G. CLOUGH.

Secretary: We have. He claims he did not sell you the franchise; he withheld it.

Mr. Curran: We bought his good will, and he told other parties that he withdrew and started in for himself.

Secretary: I don't think Mr. Mitchell is entitled to the franchise.

President: The present quarter began July 1. It is not customary to drop a man for six to nine months for nonpayment of dues, but we have the power to do it if we expedient.

Mr. Leonard: We have heard the report of our Secretary. He has seen the copy of this bill of sale by which he sells his good will. I think we have no place in this association for a man who has sold his franchise fair and square, and he should be dropped. When a man sells his business of distributing, his bags, tacks, etc. I move that the name of this man be dropped from the association.

Mr. Dixon: I think we have gone at it the wrong way. I think this is a matter for the Executive Board. I don't see how we can drop his name when he has sold out. Let us give Mr. Mitchell a chance to defend himself.

Mr. Curran: I say so, too; give Mr. Mitchell a fair show. He was in my employ a trusted man, signed contracts and everything. His own letter to the Secretary says he sold out to me; you can't sell a horse and keep his head or tail.

Mr. Fairchild: I look at his conduct before he sold out. Would this association like to uphold a man who did as he did? I don't think such a man ought to be in the association.

Mr. Otting: Mr. Curran has been exceptionally fair in this transaction. Mr. Curran could have called upon me as a witness in his behalf. He wrote me at the time he bought Mr. Mitchell out. He wrote that "all was serene;" he had bought the franchise. I have known Mr. Curran a long time, and I know that he would not misrepresent.

Mr. Dixon: I do not understand it in that

ber coming in under a transferred membership fee; that this comes into effect from the beginning of this session.

President: It is moved and seconded that all members coming by transfer, sale or otherwise will be compelled to pay the regular initiation fee on the receipt of their certificates of membership.

Motion carried.
Secretary: We have an application from C. E. Runey & Son, Indorsed by O. J. Johnson, DeLong and Marvin.

Charles Krutz moves that the application of Messrs. Runey & Son be accepted.

Motion duly seconded, put to the house and unanimously carried.

Mr. Murphy: Mr. President.—There are gentlemen come here and put in their application, recommended by some prominent persons in their town or city; they are received under this application; then they go away and sell out to somebody else. Now, there ought to be some way of making an investigation of the person they sell out to. Those who get franchises here should not sell out to anybody.

President: That has been provided for. They can't sell out to anybody unless the party they sell to pays his membership fee. In Mr. Tirrill's case, those parties he proposes to sell out to, I have no doubt, this convention would accept them at once on Mr. Tirrill's recommendation. Now, the object of this fee is to try to sustain the treasury. I believe every person taking membership would be willing to pay this fee.

Mr. Tirrill: For Mr. Murphy's benefit, I want to say that I asked the Secretary to give me permission to dispose of my franchise.

Mr. Murphy: Has he the right to give that permission?

Secretary: We have been doing that way. There have been two or three transfers made and we have had no law on the subject. I would say that Mr. Tirrill's transfer has not been made yet, and there will be an investigating committee before whom all these transfers and applications will come.

President: As we have an interval now when there is nothing before the house, we would like to hear from Mr. G. B. Bowman, of Quincy, Ill.

Mr. Bowman: Mr. President.—I am no talker; I am a distributor. We distributed over 50,000 circulars last month. I have all my men uniformed in white in the summer, and I go out in a wagon with them. I employ three men all the year around, working for the theater in the winter posting bills.

Mr. Douglas: I believe there is not a member on this floor but objects very decidedly to accepting members who are connected with the District Telegraph Company. If they get in here, they do it under false pretenses. This Mr. F. W. Newman shows by his own letter head that he is Vice President of the Albany District Telegraph Company; therefore, I move that the name of F. W. Newman, of Albany, be dropped from this association.

Motion seconded.

Mr. Grebe: I think that is a very wise act. The District Telegraph Company sends out a letter on a half sheet of paper offering to distribute for 75 cents and \$1 a thousand, and if we have a member connected with that company I think we do a wise act to drop him from our association.

Mr. Fairchild: The District Telegraph Company sent their boys over in our town (Covington), and I stopped them. We have a high license there. They still work in the outskirts. I was to have a job at \$3 a thousand, but on account of this competition was obliged to close the contract at \$2.

Mr. Curran: I want to see that motion passed. I have the same thing to contend with. They do their work for \$1 and \$1.25 a thousand and employ boys.

Mr. Hill: Mr. President.—I want to vote intelligently on this question. How long has it been since Mr. Newman was received as a member of this association?

Secretary: He was received February 16, 1898.

Mr. Hill: When was that letter written?

Mr. Douglas: It is barely possible that he had these letter heads printed before he came into the association.

Mr. Case: I wish to state that I received a copy of this form from the Miles Medical Company about three weeks after hearing that he had become a member, wanting to know what I thought of him.

President: You have heard the motion, to the effect that the name of Mr. F. W. Newman be dropped from our association. I think it should appear on the minutes that Mr. Newman's name is dropped on account of his having obtained his membership under false pretenses. His application for membership was returned to him, and he again makes application under the statement that he wanted to go into business for himself; so he procured this membership under false pretenses, and it should so appear in our minutes.

(Applause.)

Motion put before the house and unanimously carried.

Mr. Hill suggests that his membership fee be returned.

President: Since he has caused us this annoyance, he has no claim upon us whatever—not even our respect.

Secretary: We have here the application of Walter G. Horn, of Springfield, Ill.; application indorsed by Johnson, DeLong and Krutz.

Now, we have been talking about boy service. I believe Mr. Horn stated that he employed boys.

Mr. Grebe: I move that Mr. Horn's application be received and voted upon.

Member: I will state for the benefit of the brotherhood that I have heard of Mr. Horn's work, and have always had good results reported from Springfield.

Mr. Horn: I will state that I employ no boys under 15. My work does not pay enough to keep men entirely. I have one man employed steadily. My partner will start out with a boy, he going on one side of the street and the boy on the other.

President: I don't employ any boys. I have in the past employed boys. My experience with boys is that a boy ranging from 12 to 16 years old will do just as good work for two or three days as a man; but a

boy gets so very tired in a few days you can't trust him to do good work. But if you put him with a good man he will do good work. He gets terribly weary after a few days. In some cases boys can be used, but when a man makes application to this association who uses boys exclusively, as is done by the American District Telegraph Company, who use mere children, I do not think that man is eligible to membership in this association, even though backed up by the best men on earth. Now, if Mr. Horn uses boys, and goes with them and sees that they do their work, if he does that, I have no objection to him using boys.

Mr. Curran: I have been in this business since 1885, and I have never in my life sent out a boy alone with work.

Mr. Hill: The question has been asked, What is a boy? I would consider 15 years of age a boy; and I get good results from what I term youths or young men. If I were asked if I employed boys, I would say, "No."

Mr. Crowover: In my past experience, when I carried the sack myself I was thrown in direct competition with boys, and I have yet to find the first honest boy for over two or three days. I would not use one if he gave me his wages.

Mr. Murphy: You are hard on the boys. I say let the boys live. We were boys once, and some of us may have boys of our own.

Mr. DeLong: The business of bill posting and distributing has been put down in the gutter. It has heretofore been almost impossible to get reliable persons to do the work. Now it is better. I keep three men, and never have any trouble about the work being well done. The only trouble I have is with my competitors. They go around and take the things off the door knobs. We guarantee our work; guarantee the best results. I have the first firm to come and tell me that his advertising did not pay.

President: There is a motion before the house as to the acceptance of Mr. Horn's application.

Motion carried. Mr. Horn is elected.

Secretary: We have an application from Mr. Frank P. Meyers, of Danville, Ill., made by Horn at the request of Mr. Meyers. The references are the same as on Mr. Horn's application.

Moved and seconded that the application be received and acted upon.

Motion put to the house and carried.

Secretary: We have an application for the Albany Bill Posting and Distributing Company, of Albany, N. Y.

Mr. Tirrill moves that the Albany Bill Posting and Distributing Company be accepted as members of this association.

Motion seconded, put to the house and carried.

Mr. Marvin: Mr. President.—A good many of our members are going home to-night, and we would like to have the election of officers before we go.

Mr. Ramsey: Mr. President, I move you that we now have the election of officers.

President: There is a motion before the house that we revert back to No. 11, "Election of Officers."

Motion carried.

Mr. Leonard: I would like to make a motion here and I think the members present will bear me out in the same, that during the past year our officers have invariably given perfect satisfaction; and, if not out of order, I would like to have Colonel Ramsey cast one vote, one unanimous vote, for the association, re-electing all the officers for another year.

(Applause.)

Mr. Otting: Mr. President and Gentlemen.—While there is a unanimous sentiment here for the re-election of the officers, such motion, if carried into effect, will defeat the desire of the majority of this association. I know the sentiments of every member here.

If you will pardon me, Mr. President and gentlemen, this association is a great, big association now, and it can't be run on little one-idea principles. I think the office of Secretary and Treasurer should be separated, and before a unanimous vote is cast, Mr. Steinbrenner himself advises it in his report. He did say that he wanted a Treasurer appointed who was near to him. It is entirely within the province of this association to elect Mr. O. P. Fairchild as Treasurer.

He is right across the river. It is not right that this association should go ahead with a Secretary-Treasurer. I say this in all due deference to Mr. Steinbrenner.

Mr. Reid has been a President that this or any other association might well be proud of. Mr. Steinbrenner has been a worker for Workertown. I have seen him work for the good of this association till 2 or 3 o'clock in the morning. I know what his capacity is, but I want to relieve him from some of the onerous duties he has to perform. In justice to the association, the offices of Secretary and Treasurer should be separated.

Mr. Leonard: I withdraw my motion.

Mr. Fairchild: Three officers are not here, and, according to our constitution, they are not entitled to re-election unless they have a good excuse for being absent.

Mr. Leonard: While I quite agree with Mr. Otting that we don't want to burden Mr. Steinbrenner, he has worked faithfully and stuck to it, and all he possibly can get out of it is a little advertising. I understand that the new constitution provides for a new officer.

Mr. Krutz: I say for Mr. Steinbrenner we must not get another Secretary, or we will get a stiff in there that will ruin our association.

Mr. Hill: I believe I have not heard any objection to the election of the same officers except the Treasurer and Secretary, and it seems to be the sentiment of the house that we should have two officers instead of one. I will move that we proceed to the election of officers, and leave the Secretary-Treasurer outside for the present.

Mr. Leonard: I will make an amendment to that motion, and move that we proceed to the election of officers by rank.

Motion seconded and carried.

Leonard: We all know our worthy President. I now present the name of our friend and brother, Joseph Reid, as President of this association for the ensuing year. (Applause.)

Mr. Krutz: I move that the nominations for President close, and that Mr. Steinbren-

ner cast the unanimous vote of the association for Mr. Reid.

Motion seconded.

Mr. Steinbrenner: I cast my vote, the unanimous vote of this association for Joseph Reid for President of this association for the ensuing year.

(Great and prolonged applause. Cheers and cries of "A speech!" "A speech!")

Gentlemen: I thank you. I told you the other day, when I opened this meeting, that I would not talk much. I know it is not the duty of the President to talk until he has heard the voice of the people. I have at no time left the chair and invited any one else to take the chair while I made a speech on any subject. By accident I have developed my views along certain lines when I was strongly in favor of it; so I strongly expressed myself on the franchise matter; the constitution is all the franchise I want. I am very thankful for the honor you have conferred upon me. I accept it, and will do the best I can for the association. We are separated by many miles of country, but when difficulties come up the officers of this association advise with each other and do the best they can to adjust and settle all disagreements and misunderstandings. I shall struggle harder in the future for the welfare of this association than I have in the past. I am glad to have met so many here, but I had hoped to see a hundred faces. Our meeting, in our judgment, has been a success. Many of you have no idea of the responsibility connected with a work of this kind. It is not simply to go out and do a good piece of work for the dollars there are in it. Not only must we do that, but we must at all times be ready to advise and offer suggestions good and honor to this association, in here and make trouble from start to finish, and do everything in our power to be not a perfect people. Men may come in. We must separate ourselves from all such, and I think we have done a good work in mustering out the ones we have. Do your duty; live up to your contracts; even if you happen to make a contract to your own disadvantage, live up to it and fulfill it faithfully. You heard Mr. Steinbrenner say that he completed a contract for the Dr. Chase Company, and the net results were 40 cents. He discharged his duty, and in doing so he won the confidence of that firm. You will all find, if you live up to your contracts, it will be the best advertisement you can have. I would urge you all to be faithful to the trust and confidence these big firms place in you, and be assured the time will come again you will get fair prices for your work. Again I thank you for the honor conferred upon me and for the confidence you have in me, and I will try to merit it more in the future than I have in the past.

(Long and loud applause, shaking the very walls of the Hotel Leland.)

Mr. Tirrill: The next in order is the First Vice President. I move you that our present Third Vice President, R. S. Douglas, be moved up to the First Vice Presidency.

Mr. Krutz seconded the motion and moved that the nominations for First Vice President be closed and the unanimous vote of the house be cast by the Secretary for Mr. Douglas, of Memphis, Tenn.

Motion seconded, carried.

Mr. Steinbrenner: I offer my vote, the unanimous vote of this association, for Mr. R. S. Douglas, of Memphis, Tenn., for First Vice President for the ensuing year.

(A speech called for.)

Mr. Douglas: I can only say that I thank you for the honor conferred upon me.

President: The election of Second Vice President is now in order.

Mr. Steinbrenner: I would like to make a motion to elect Mr. Tirrill, of Lima, O., as Second Vice President.

Member: I second that motion and move that the nominations for the office of Second Vice President be closed and the Secretary instructed to cast the vote for Mr. Tirrill.

Motion seconded and carried.

Secretary: I cast my vote, the unanimous vote of this association, for Mr. W. C. Tirrill, of Lima, O., for Second Vice President of this association for the ensuing year.

Mr. Krutz put in nomination Mr. Curran for Third Vice President. Nomination seconded.

Mr. Hill: I think Mr. Hudson has done us good service, and, although he is not here, I would nominate him for Third Vice President.

Mr. Fairchild: I would like to offer a resolution thanking Mr. Hudson for his efficient service in the past; but it has been a well established rule in the past to elect no member who is not present.

Mr. Hill withdraws his nomination.

President: Mr. Curran is in nomination for Third Vice President; if there are no other nominations, a motion will be in order for the Secretary to cast the vote of the house for Mr. Curran.

Motion made and seconded.

Secretary: I cast my vote, the unanimous vote of this association, for James A. Curran for the office of Third Vice President of this association for the ensuing year.

Mr. Douglas: I would ask the consent of the convention for permission to offer a resolution. If there are no objections, I would like to instruct the Secretary of this association to thank Mr. Hudson for the efficient service rendered us in the past and to extend to him our deepest sympathy in this, his hour of trouble.

Motion put by the President and unanimously carried.

President: Next in order is the election of Treasurer. We will leave the election of Treasurer until we have a law providing for that office.

Mr. Fairchild: I place Mr. Steinbrenner in nomination for the office of Secretary. I know probably better than any man here just what Mr. Steinbrenner has been to this association; I know that I tried awfully hard myself from motives of pride, and I got tired; but Steinbrenner never got tired.

Mr. Curran: I move that the President cast the vote of this association for Mr. Steinbrenner as Secretary.

Motion seconded and carried.

President: I cast my vote, the unanimous vote of this convention, for Mr. W. H. Steinbrenner, of Cincinnati, O., for Secretary of this association for the ensuing year.

Great applause. Cries of "Speech! Speech!"

Mr. Steinbrenner: I would like to say to the members present that I am not a speech-maker; I think I can do better working for the interest of the association away from than I can with them. I have tried to do my duty; tried to make the association a success, and as far as it has gone I am proud to say it has been a success. I don't think I deserve as much credit as "The Billboard."

It has done as much for this association as anything else. I thank you all, and I will persevere and do as well in the future and even better than I have in the past. I want to say in regard to a stenographer, that I have one, and I am glad the members of this association can't all see her at once, but if any of you call at my office in Cincinnati, I will introduce you.

Applause and laughter.

President: Nominations for Soliciting Secretary are now in order.

Mr. Tirrill: I offer in nomination our present Soliciting Secretary, Mr. W. H. Case, of Ft. Wayne, Ind.

Mr. Curran: I move that the nominations close, and that the Secretary be instructed to cast the vote of the house for Mr. Case.

Motion seconded and carried.

Secretary: I herewith cast my vote, the unanimous vote of this association, for Mr. W. H. Case, of Fort Wayne, Ind., as Soliciting Secretary for the ensuing year.

A speech being called for, Mr. Case said:

Mr. Case: Gentlemen and Friends.—I don't intend to try to tell you how I thank you for this re-election, but you know that the boys who come from "Old Hop Alley" always manage to get the big end of everything.

L. H. Ramsey, of Lexington, Ky., was elected a member of the Executive Committee.

Mr. Ramsey: I don't know what the duties of the Executive Committee are. I will do the best I can.

Speech by the representative of the Western Ad-Sign Syndicate. This speech was highly appreciated by the convention; one and all were promised distributing as soon as anything was to do. "I thank you, gentlemen, for your courtesy, and in behalf of my partners and myself promise you will hear from us, not only as men, but hear from us through results." Advise us by mail, and as soon as any work comes up we will put ourselves immediately in touch with you. Send us your cards.

Member: We have with us Mr. Clough, one of the earliest members of this association, and our first President; we have not yet heard from him.

Mr. Clough: Mr. President, I understand there are parties trying to come in on our territory, and I paid for my territory two years ago, and I am doing a just distributing business in this city. I don't see how they can come in and take this place. I pay my dues and I claim just as good a right to this place as any man. The American Bill Posting Company proposes to come in here and drive me out.

Discussion from various parties.

President: Any further remarks.

Mr. Fairchild: We have been profitably and pleasantly entertained by a number of gentlemen. I think the names of the men who have done more for this association than any advertisers in the United States should be spread upon our minutes: Dr. W. S. Burkhardt, Dr. Chase Company, Dr. Miles Company and the Lydia Pinkham Company.

Mr. Leonard: We also have the Wells-Richardson Co.; we have the C. I. Hood Co., the Chattanooga Medicine Co.—one and all have given us work. If we go to work and pass a resolution of thanks, what will the people who are left out have to say?

Mr. Curran: That is what I say. Dr. Burkhardt has made his kindly remarks, which we all appreciated; Dr. Chase Company and Dr. Miles' Company have been represented here, and the Chattanooga Medicine Co. they have spent their time and money, and showed their good feeling; that is their side of the question. But there are other firms who patronize us.

After further discussion, it was moved and seconded that a resolution be passed by this association, thanking the advertising fraternity of the world for their presence and recognition through the mail and otherwise of our organization.

Resolution unanimously passed.

Mr. Fairchild moves to adjourn until 9 o'clock Thursday morning, July 21, 1898.

Motion carried.

THURSDAY MORNING, JULY 21, 1898.

House called to order by the President at 10 o'clock.

President: We will open under the head of "New Business," No. 13.

Mr. Curran: I move that we take up the new resolutions.

Motion seconded.

President: There is a call for the report of the Committee on Laws and Revision of Laws.

Motion carried.

The following resolutions were read by Mr. Case, Chairman of the Committee on Laws and Revision of Laws:

Mr. President:—Your Committee respectfully recommends that Article XII, of the constitution be amended to read as follows:

Section 1. "No more than one member shall be accepted from any one town or city."

Sec. 2. "Nor shall any member obtain or hold a franchise for any town or city over which he does not hold and exercise personal supervision."

And that Section 4 of Article IV, be amended to read as follows:

"Suspension for nonpayment of dues shall continue until all due and arrearages are paid in full, and if at any regular meeting there be any member resting under suspension for nonpayment of dues, and such member does not pay said arrearages at said meeting, he shall be dropped from the roll of membership; and, if he apply for membership again, he shall pay into the treasury all the same as if he had never been a member."

Also that Section 2 of Article IV, be amended to read as follows, viz.:

"All dues shall be paid semi-annually in advance on or before the date on which they are due."

We further recommend that Section 2, Article VII, be stricken out, and that Section 4 of the same article be amended to read as

follows, viz.:

"All officers shall be allowed all necessary expenses for stationery, postage, and stenographers for the proper discharge of their duties; and the absolute expense attending the presence of the Secretary and Soliciting Secretary at each meeting shall be paid by the association."

"We recommend, furthermore, that the following section, marked No. 4, be added to Article III, viz.:

"No person having once been a member of this association may be re-elected or reinstated unless he shall have first paid into the treasury all dues and arrearages charged against him at the time of expulsion."

"No member of this association shall do advertising work of any kind in the territory of a brother member without first obtaining a written permit from the member in said territory, setting forth the name and nature of the work to be done. This permit must be filed with the Soliciting Secretary."

"Failure to provide himself with a permit will subject the offending member to a fine or expulsion, at the discretion of the Executive Committee."

"Where a member has held more than one city or suburban town, he shall be given ten (10) days' notice by the Secretary in which to file an application for such territory, and thirty (30) days time in which to make final settlement for such."

"It shall be the duty of each member to report to the Soliciting Secretary at least every thirty (30) days as to what has been done in his territory, the kind and class of work, also any inquiries he may have had from advertisers regarding work in his territory."

"We further recommend that the office of Secretary-Treasurer be abolished, and that two offices be created in its stead, namely, that of Secretary and that of Treasurer, the latter to be bonded in the sum of \$1,000."

"All sections or parts of sections conflicting with the above sections shall be null and void."

"That hereafter all transfers of membership be required to pay the regular membership fee, and that such transfer is not effective until approved by the Executive Committee."

(Signed) W. H. CASE, Chairman.
W. H. STEINBRENNER,
JAMES A. CURRAN,
GEORGE W. LEONARD,
CHARLES F. BRYAN,
Committee.

Mr. Curran: I move that the resolutions be adopted section by section as read.

Motion seconded, put to the house by the President and unanimously carried.

The above resolutions were read and each section discussed and fully explained, after which a motion was duly made and seconded, and the President placed the motion before the house, and each section was voted upon and unanimously adopted separately.

The amendment to Section 2, Article IV., Mr. Steinbrenner explained, would require all members to pay six months' dues in advance, the object being to save the postage and a great deal of labor.

After the reading of the following section: "We further recommend that Section 2, Article VII., be stricken out, and that Section 4 of the same article be amended to read as follows, viz.: 'All officers shall be allowed all necessary expenses for stationery, postage and stenographers for the proper discharge of their duties.'"

Mr. Crowover made a motion, which was duly seconded, that there be added to that section the absolute expenses of the Secretary and Soliciting Secretary incurred in attending the conventions, stating that their presence was a necessity, others could come or stay away, as it suited their convenience.

Mr. Grobe: I agree with Mr. Crowover, and ask that that section be amended to include the expenses incurred by our Secretary and Soliciting Secretary in attending the meetings.

The President objected to the expense of the Secretary and Soliciting Secretary being paid by the association, not that he did not fully appreciate the valuable services of the gentlemen, but he always was in favor of the whole and not the individual. Neither the Secretary nor Soliciting Secretary asks for a salary; they would not accept it if offered.

Mr. Case: I think I voice the sentiment of Mr. Steinbrenner when I say that we came here prepared to pay our own expenses.

Mr. Fairchild: Mr. President, I believe it is necessary for the Secretaries to be here; the other members can find an excuse for not being here. Therefore, I believe it would not be any more than right to pay their expenses.

Mr. Crowover: Mr. President, if our members at large would consider for a moment that these gentlemen are bound to be here, no matter how important the business they have to leave, that they work for our interest during the whole year, while we are only attending our own business, I do not believe that any one would object to a special assessment or a little advance in our fees, to be applied to this purpose. I know that within the last year our Soliciting Secretary has thrown in my way over \$198, and I certainly would be very selfish were I to object at this slight extra expense involved. And I am sure none of us have ever written to our Secretary, Mr. Steinbrenner, asking him for prices, or any other question, that we have not received an immediate reply. And what benefit do these gentlemen get? Only a little extra prominence, and they have to take the bulk of the responsibility. They work for this association, while we sit and read the papers in front of our homes.

There was some discussion concerning a fixed salary for a stenographer, but it was decided to leave that matter entirely in the hands of the Secretary.

On motion of Mr. Douglass, the resolution was read as amended, or with the following section added thereto, viz.: "And the absolute expenses attending the presence of the Secretary and Soliciting Secretary at each meeting shall be paid by the association."

Unanimously adopted.

There was a lengthy discussion on the advisability of the members of the association furnishing the Secretary with the price they were paid for distributing by advertising firms. It was finally agreed that as the matter was entirely confidential and strictly for

the good of the membership, the Secretary should be kept informed, as far as possible, as to the rates charged, but the matter was left to the discretion of the members. They were advised, however, to furnish such information.

After reading the amendments to the constitution section by section, each section being discussed, amended and finally adopted, Mr. Curran made the following motion:

"I move that all these sections, as now read and passed on, be adopted as a whole."

Motion seconded, put before the house by the President and unanimously carried.

President: When the constitution and by-laws come out the sections as adopted by you will appear therein.

A motion was here made as follows: "That we revert back to the 'Election of Officers.'"

Motion seconded, put to the house and carried.

President: The election of Treasurer is now in order.

Mr. Douglass: I move that we nominate Mr. Fairchild as Treasurer.

Motion seconded.

Mr. Fairchild: Mr. President, I don't wish that at all; I don't want it; put a younger man in that place. Mr. J. F. Otting is just as convenient to the Secretary, and I nominate Mr. Otting for Treasurer.

No second to the nomination.

President: It has been moved and seconded that the unanimous vote of this association be cast for Mr. Fairchild as Treasurer.

Secretary: I take pleasure in casting the entire vote of this convention for Mr. O. P. Fairchild, of Covington, Ky., as Treasurer of this association.

(Applause.)

the best plants in America. We do as much bill posting as any other firm, and we have built up that business in five short years by good, honest work. In talking with your members here, Mr. Clough thought that probably we wanted a membership for this territory. We told him that was not our business. We told him we would only pass that portion of business over to him; that I wanted the membership for the purpose of license and driving out fifteen or twenty similar distributors. You can take my tip for it, and that of Colonel Robbins, that we will do for your member here in Chicago what he could not do for himself. (There are a few Spaniards here. I have known them to take work at 85 cents a thousand. I have watched them canvassing for business. We are the champions of high prices. We know what distributing is. The Colonel and myself have been twenty-five years in the show business, and have done more work and had more work done for us than any two men I know of. I am in favor of making Chicago not only the best bill posting, but the best distributing city in the world. (Applause.)

Secretary: I want to introduce to this meeting the President of the International Bill Posting Association.

Mr. Schaefer, President of bill posting association: Mr. President, I regret that I am not prepared to address you. The gentleman who has preceded me (Mr. Campbell) has explained the situation in Chicago. I voice his sentiments.

Colonel Robbins called for.

Colonel Robbins: Mr. President and Gentlemen—I can only concur in the thoughts expressed by my partner, Mr. Campbell. I

per cent. off; that would be all right; but are we to consider Dr. Burkhart a general agent, and he get 10 per cent. off of all his business in the United States. I decidedly object to any such proposition.

Mr. Henderson: I don't think the gentleman understands my proposition. Every member must be his own judge of who a general agent is; of course, no proprietor of a patent medicine, as Dr. Burkhart, or C. I. Hood Co., should have a per cent. off; but it is not much trouble to determine who the general agents are. Our Secretary, for instance, should have it, and any other general contractor, as The American Bill Posting Co. I don't think we will have any trouble in deciding who is entitled to the per cent.; the opinion was that 16 2-3 per cent. was most too much to allow, and I made the motion that it be the sense of this meeting that 10 per cent. was enough.

Member: I would rather pay more, and get good paying work. I have been paying 16 2-3 to the Colonel; I have had some work from Houghtaling, New York, and they deducted only 10 per cent.

Mr. Fairchild: If Mr. Houghtaling did that he must have favored this gentleman. I am willing to allow 16 2-3 per cent., if it is good work, but if the firm is doubtful and we have trouble in collecting from them, that per cent. is too much.

Mr. Steinbrenner: Mr. President, I don't think 16 2-3 per cent. is any too much; I found when I placed work for Dr. Burkhart, there was a whole lot of work connected with it; it took about 12 cents for postage, sending blank contracts, certificates, etc. I think it is worth fully 16 2-3 per cent., and I am willing to pay it for a list of good, fair work at fair prices. There is a great deal of work connected with this business that you do not appreciate. There was one big contract I tried to obtain, and went to New York twice and then failed to get it, and of course the entire expense was a loss to me. When we do get a contract, we ought to make enough on it to even up the losses we sustain.

Mr. Horn offers an amendment to the effect that the commission be 16 2-3 per cent.

Motion, as amended, seconded.

President: You have heard the motion to the effect that the 10 per cent. be the amount paid for commissions, and you have heard the amendment made by Mr. Horn, that the amount be raised to 16 2-3 per cent.

Vote taken, and division called for.

President: All in favor of the commission being 16 2-3 per cent. will rise. Forty-three rise, favoring the amendment.

President: All opposed to the amendment, and in favor of the original motion, that the commission paid be 10 per cent., will now rise.

Sixteen are opposed to the amendment. Motion carried, 43 to 16.

The matter of commissions was further discussed pro and con. It seemed impossible to reach a very satisfactory conclusion.

Mr. Douglass: I move that the whole matter be laid on the table.

Motion seconded.

President: It is moved and seconded that the question before the house be laid on the table.

Motion unanimously carried.

Mr. Campbell favored high prices all around.

Mr. Hayes had nothing to say.

Mr. Talbot thought prices should be high enough to enable distributors to make a profit; he did not believe in doing inferior work.

A prospective member asks if this 16 2-3 per cent. is to go to the advertisers of patent medicines, etc. If they are to make a contract and then have a rake-off.

President: The men who are doing the advertising would certainly not ask anything of that kind.

Mr. Tirrill: I would make an amendment; that is, that this commission be allowed to members of this association.

Motion duly seconded, put to the vote of the house. Division called for.

President: All those who favor the amendment to the original motion, that this 16 2-3 per cent. be allowed to members of this association only, will rise.

Forty in favor; 21 object.

President: The motion, with amendments as now passed, is that with persons who are not members of this association, you can make any contract you choose. I don't care to make any remarks. I have always been a friend to a commission; I don't think I care to go out and labor and come in in the evening and give all the work I have secured to my neighbors; but when I have secured a contract for thirty million circulars to be placed before the people in the United States, and divide this contract out, I should have my per cent.; it is my capital, my business.

The question of electing honorary members to the association was fully discussed, Mr. Steinbrenner stating that he had a friend, an old gentleman, an old distributor, whom he would like to propose as an honorary member, that it would be a great pleasure to him to become an honorary member of the association—Mr. Fisher, of Omaha, Neb.

Mr. Carleton: Mr. President, as I have the franchise for that city I take pleasure in presenting the name of Mr. Fisher as an honorary member of this association.

Mr. Hill: Mr. President, there is no way we can bring Mr. Fisher in as a member, or an honorary member, of this association, unless we change the constitution. Section 2, under Article III., reads as follows: "No person shall become a member of this association who does not do, or have done under his direction, circular or sample distributing, or print, solicit or own advertising matter for distribution. No person shall become a member of this organization unless he be a 'bona fide' distributor."

Mr. Steinbrenner: I simply brought his name before the meeting. I have nothing further to say.

President: As there is no provision in the constitution and by-laws, it might establish a bad precedent.

Mr. Curran: As there is nothing before the house, we all want to know where we are going to meet next year. I extend you an invitation to meet at Denver. I assure you if you meet there you will see sights you have never seen before.

President: We will consider that invitation.



FREDERICK D. JONES.

Mr. Fairchild: Mr. President and Gentlemen—I am very thankful to you for the confidence shown in giving me this office, though I don't want it.

President: This completes the entire list of officers. We will now pass again to "New Business."

Secretary: We have an application for membership from Smith & Leath, of Van Wert, O., indorsed by W. C. Tirrill, J. F. Otting and Charles F. Bryan.

Mr. Crowover moves that the application be accepted as indorsed. Motion seconded, put to the vote of the house and unanimously carried.

Secretary: I have an application for membership in this association from the American Bill Posting Company, of Evanston, Ill., signed by J. A. Clough, R. S. Douglass and Charles F. Bryan.

Mr. Crowover moves that the application be accepted as indorsed. Motion seconded, put to the house and unanimously carried.

Mr. Otting here introduces the new members, representing the American Bill Posting Company, Colonel Robbins, and Mr. R. C. Campbell, of Evanston. The gentlemen were greeted by the President and Secretary.

President: As President of this association I am pleased to welcome the American Bill Posting Company as members of our association, and I will say that we will not be fairly satisfied without a speech from each of you.

Mr. Campbell: Mr. President and Gentlemen.—As newly elected members from Evanston, we thank you. We trust our work will be such as will merit a continuance of your good will. We are the champion bill posters of the United States. We have one of

have a minor position. I look after the money, and I assure you I look after that very carefully.

Mr. Crowover: We have not heard anything from our Brother Miller yet.

Mr. Miller: Mr. President, I am comparatively a new member. I came here to hear from others; I am not a speaker.

Mr. Henderson: Mr. President, if all the new members have been heard from, I would like to take this opportunity to bring the question of commissions before this meeting. I think, myself, that 16 2-3 per cent. is a good bill commission for advertisers to receive from the local bill posting and distributing concerns; I think Houghtaling, of New York, would be satisfied with 10 per cent. I believe with our Chicago member on the subject of high prices pertaining to every business, the bane of my business has been the cut-throat prices between the local bill posters. I don't think we ought to complain when we give up 16 2-3 per cent., if that is considered for the good of the order. Therefore, I move that it be the sense of this association that 10 per cent. be sufficient commission for us to allow for distributing work.

Mr. Crowover seconded the motion.

Member: I should like to ask the gentleman whether this commission applies to the work of the International Association?

Mr. Henderson: I intended it to apply to all general agents who sent work out.

Mr. Douglass: The motion as offered would make everybody in the country a general agent. We are going too fast. We must provide for a general agent before we take any action. We can make the American Bill Posting Co. a general agent, or Mr. Steinbrenner a general agent, and give them 10

Mr. Fairchild: Mr. President and Gentlemen,—I want to extend a most hearty and cordial invitation to this association to meet at Cincinnati.

Member: Where is that? (Laughter.)
Member: It is a suburb of Chicago.
Mr. Crownover: I don't offer our town, "The Twin City," St. Paul and Minneapolis, as it would be too far, but I invite each member of this association to call on me there.

Secretary reads a letter from Appleton, Wis., extending a cordial invitation to the convention. And we have an invitation from Detroit.

Member: I should like to read Section 2, Article I, of by-laws: "The regular annual meeting shall be held at a time and at a place to be designated by the Executive Committee."

President: I understand it is the duty of the Executive Committee to act when the association is not in convention. When this body is in session, they are the power that does elect, so you are not depriving your Executive Committee of any of its rights and privileges when you name the place of our next meeting to-day, for our Executive Committee are taking a part. We should consider the matter of convenience and transportation in deciding this question—not many of us travel on passes and other kinds of transportation. There are a great many who can not come a great distance to attend one of these conventions, so it would be advisable to locate your convention as convenient as possible, and at a time when we can leave our business the best.

Mr. Fairchild: Mr. President, I think it would be wise to discuss the matter and locate the convention in Cincinnati, but I think the power should remain in the hands of the Executive Committee to change that location if circumstances should come up making it desirable to meet some other place.

Mr. Hill: I think we should locate it where we could get special rates. We could not get any rates here. Next year the Christian Endeavorers meet in Detroit, and they always get cheap rates.

Ballots were distributed.
Cincinnati, Detroit, Denver and Appleton were the cities voted on.

Result of first ballot: Cincinnati, 36; Denver, 5; Detroit, 11; Appleton, 2.

Result of second ballot: Cincinnati, 31; Detroit, 21; Denver, 1.

President: I will ask for a rising vote, without motion. All those favoring Cincinnati as our next place of meeting, please rise to your feet and remain standing until the Secretary counts you.

Thirty-nine for Cincinnati.
President: Those favoring Detroit as our next place of meeting, rise.

Twenty-six for Detroit.

President: Cincinnati is our next place of meeting, subject to the consideration of the Executive Committee. Are there any suggestions as to the time. Would any prefer to have the convention meet in the winter?

Member: I think about this time of the year is the best, as there is less business being done.

Secretary: We should arrange our meeting so as not to conflict with the convention of the bill posters, as many of them are members of our association.

Mr. C. C. Cox, representative of Orator F. Woodard, of New York, is introduced, and a speech called for.

Mr. Cox: Mr. President and Gentlemen—I thank you very much for the privilege of addressing this assembly. I have met your Secretary and Mr. Clough, and had some curiosity to see you as a convention. I am glad I have met you and congratulate you on being a fine-looking body of business men. I represent the Grain-O business; most of you know something about us as general distributors.

The following motion was put to the house and unanimously carried:

"That a vote of thanks be extended to all the officers of this association; to the stenographer, (Miss Gilmart), who has served us; to the general advertisers and their representatives, to the press, and to the proprietor of the Leland Hotel, who has treated us with so much courtesy.

Mr. Bryan moves to adjourn "sine die."

Motion duly seconded.

President: It is moved and seconded that this association adjourn, "sine die."

Unanimously carried.

OFFICERS FOR 1898-99.

- JOSEPH REID.....President (Kansas City, Mo.)
 - W. H. STEINBRENNER.....Secretary (Cincinnati, O.)
 - O. P. FAIRCHILD.....Treasurer (Covington, Ky.)
 - W. H. CASH.....Soliciting Secretary (Fort Wayne, Ind.)
 - R. S. DOUGLASS.....First Vice President (Memphis, Tenn.)
 - W. C. TIRRIILL.....Second Vice President (Lima, O.)
 - JAMES A. CURRAN.....Third Vice President (Denver, Col.)
- EXECUTIVE COMMITTEE.
- THOMAS KAIN.....Middletown, N. Y.
 - F. M. GROVES.....Evansville, Ind.
 - L. H. RAMSEY.....Lexington, Ky.

Howard N. Holshouser, of Covington, Tenn., sends us the official ruling of the Commissioner of Internal Revenue in regard to free sample packages. We give it herewith, viz.:

"Samples of medicinal preparations and Schedule E. Lay the removal from the place of manufacture for free distribution with out stamps or payment of tax. Every sample so removed must have legibly printed thereon the following notice:

..... This is a free sample removed from the factory for gratuitous distribution. Any person selling or exposing it for sale will be liable to all the pains and penalties of the law pronounced against persons violating Schedule B.—Act of June 13, 1898.

Advertising as an Art.

X-Rays Revealed.

So cleverly have business men arranged advertising, almost every conceivable form has been invented to attract the eye. ("I" indicates one dollar.)

The fields of literature, music, painting and the polite arts generally are being explored in search for materials which may be used to attract custom; even the sun, moon and stars have been playing their parts, until it seems they should protest against the great burlesque. Does old Sol rise earlier for having supposedly having taken a pill, or can the man in the moon wink one eye because of having received a chew of somebody's tobacco?

We beat the world with Yankee ideas of "Yankee notions." The burlesque of yesterday is to-day a veritable accomplished fact. Caricature is the hot-bed of invention. The cartoonist, working for bread and butter, points his pencil and aims his shaft of ridicule in a sneering mood at supposed impossibilities, not realizing his own genius, but striving to raise the laugh, fails to patent his absurdity, and wakes up next morning to find his fun turned into solid earnest by some shrewd Yankee, who patents it as his own invention and reaps a wonderful harvest of royalties from the manufacture of a really practicable working device.

It is one thing to discover the X-rays, and quite another to make the X-raise. Talent may think, but tact will raise a ten-dollar bill. "Quacks may prescribe, ducks can lay eggs, a hen may incubate the yellow brood, but it is shrewd, cool calculating determination that hatches golden eagles and double-eagles.

Disbelieving in a veritable Santa Claus, or in spirits, genii, fairies and the like, Puck, the comic illustrated weekly, has made millions out of the Shakespearean fancy. It has tickled the public. Puck, becoming pronouncedly successful, has its imitators.

Palmer Cox, the poet-artist of New York, invented and peopled the world with the irresistible and ubiquitous Brownies, first in a series of toy books; now they "cut their shins" as a well-paid investment by many manufacturing firms to advertise. Brownies are found in our coffee and upon our tablecloths; they form rag-doll regiments, and perform neck-breaking feats for a chew of Thingumbob's tobacco. It is not that they are real—it is a pleasing, delusive fancy, delightful and merry, and appealing to appetizing touching the pocketbook through the love of humor.

A recent advertising "eraze" in magazine work was a sort of lexicomic orthography—lists of words to be spelled from a certain given word. There were also drop-letter puzzle contests. In short, they were monstrous lotteries. The illustrated rebus has played a big part in the game.

The retail trades also employed the illustrated rebus, as did also the soap and coffee trades. Prizes for solutions were offered without fee.

Everybody puzzles their brains to win gold; age or sex making no difference; the turn of Fortune's wheel gladdens few hearts and saddens many. As in the experience of the writer, who out of many contests received \$2.50 gold in one case on a rebus, and this year a \$50 (?) watch and chain by payment of \$6 for a five years' subscription to prevent forfeiting the chance of having a chance at drawing the \$300. The magazine came six months. The watch and chain came by mail—not by express, as agreed and paid for—BROKEN. Not a penny is received ever after, although they agree to print names of successful contestants. Nothing like that appears.

Signs and symbolism are the foreshadowings of truth through which we reach intellectual light and scholarly acquirement.

Delightful as Puzzledom is to the senses,

it is handmaiden to the common education, a gymnasium for mental athletes. The practicality of this mental recreation is the flexibility of thought, penetration of idea, the seeing of both sides of a subject at once; it discovers ambiguities—"Ladies' Clothing Ready to Wear," and not "Ladies' ready to wear Clothing"—and with an incisive scalpel dissects double meaning, anticipates and reads the mind of those with whom we converse, especially those with whom we wish to make bargains.

Summarizing: Wide-awake men of business have discovered the unknown quantity, speaking algebraically and as illustrated by the sign "x;" have reared a superstructure expressive of the sciences and arts, and have found the touch-stone of success in coupling Utility with Ability, and Precision and Decision, so essential to the expert, be it in art, literature or applied science. Then and only then, are all theories, even though imaginative become practical.

With earnest desire for an early organization of the National Sign-Painters' Alliance, and for the unbounded success of "The Billboard" and all its readers, we thank the editor for space accorded the writer in making his initial bow.

ALLEN E. HAREFAUGH.

Pennsylvania Billposters'

Association Meets at Allentown—Manager Worman Provided Kiche-Zettle that Delighted the Inner Man.

(Special correspondence.)

Allentown, Pa., Aug. 16, 1898.
The Pennsylvania Bill Posters' Association, which was in session yesterday at the Academy of Music, were taken in tow at 4 o'clock in the afternoon by Manager N. E. Worman and taken on a trolley car to Northampton and Siegfried. With them were Mayor F. E. Lewis, C. M. W. Keck, Hon. Wm. H. Snowden, Alderman A. W. Haines, Fred. F. Kramer, Martin Klingler, John Fry, John Whitesell, Alfred Holstein and newspaper men of Allentown and Bethlehem. At Northampton the fine brewery of the Northampton Brewing Co. was inspected, together with the wet goods that are there manufactured, and by unanimous accord, it was decided that both were of the very best that can be made. President Henry Kirsch had the party in charge and treated them in his usual generous manner. At Siegfried, C. N. Albert's Allen House and Noah Weiss' Mt. Vernon Inn were the stopping places. The inn and its surroundings were viewed with evident delight. The museum was the source of much surprise because of the excellence of the things on view. On the return trip the stop was made at J. V. Hufford's Academy of Music Restaurant, where a delectable menu was enjoyed. The table was handsomely spread and the room was beautified by an abundance of flags. A "dummy" bill poster stood guard at one end of the table with a paste kettle and brush. What was enjoyed follows:

- Kiche-Zettle.
- G'frerene Oisichters un der Schal.
- Gedewelte Krebse.
- Gedewelte Klams.
- Lobbschter Z'lat.
- G'schientente Klams.
- Galt Schunkel-fa-sch.
- Schweizer Kehn.
- Gebutterte Riwe.
- Gepickelt Kraut.
- Neue Pickels.
- Welsekorn.
- T'matts.
- Zellerich.
- Sardiens.
- G'saltzte Gruene Blaume.
- Klam Brieh.
- Wasser, Kalt Odder Haes.
- Sigars.
- Sigeretts.
- Allentown Grundriss un Reading Bretzels.
- For Haem Nemme zu die Frah Odder zum Madel.

President Mishler was toastmaster, and called upon various banqueters for a few remarks. The affair was a decidedly pleasant one.



W. W. Newman, of Huntsville, Ala., owns a quarry of lithographic stone near that city which is as fine in quality as anything that comes from Salenhofen. He is going to organize a stock company to develop this property. The Donaldson Lithograph Company, of Cincinnati, tested the stone thoroughly, and pronounce it excellent.

The Newburg Daily News Company, of Newburg, N. Y., has gone out of lithographic poster printing entirely.

Fred Felton, of the Central City Slow Printing Company, of Jackson, Mich., is a director-in-chief of the Jackson Carnival, and he is making it boom.

Ault & Wiberg, of Cincinnati, have just brought out a poster red that is about the reddest red that was ever read on a poster. It is fairly permanent and very cheap.

The Hebeburg Photo-Graving Company, of Cincinnati, are achieving an enviable reputation for the superior quality of their half-tone cuts.

In writing to advertisers mention the fact that you saw it in "The Billboard."

Every poster printer, and in fact every other printer, ought to subscribe for "The Billboard" one year—one dollar.

The Donaldson Lithograph Company, of Cincinnati, have closed contracts to supply 14 half-tones with paper during the theatrical season of 1898-99. This mammoth concern moves into its new home October 1, where, with largely increased facilities, it will easily take rank as the largest poster printing plant in the world.

Another cylinder press added during July will enable Hennegan & Co., of Cincinnati, to keep pace with their large and always growing trade.

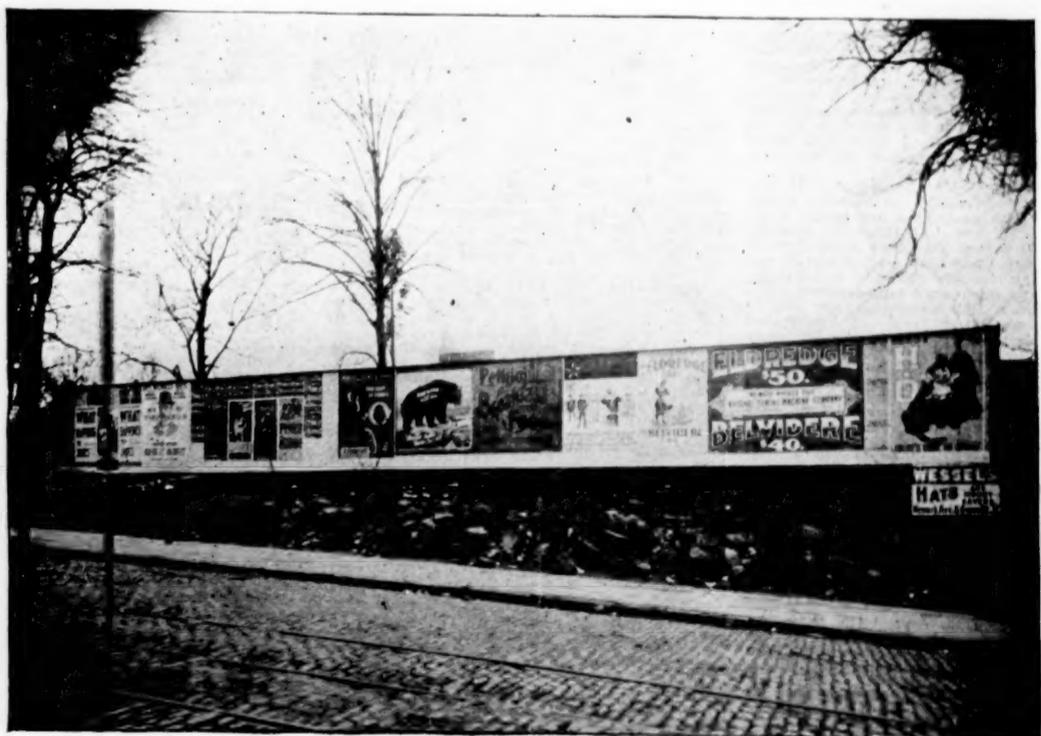
John Hennegan, of Hennegan & Co., Cincinnati, possesses historic ability of the very highest order. Mr. Hennegan put in two seasons on the road in his younger days.

Various existing firms have, from time to time, claimed the honor and distinction of having printed the first lithographic stand. To set this matter right, and settle all disputes, we will state that the first poster larger than a whole sheet was completed May 22, 1870, by the firm of Ferden & Meyers, a firm no longer in existence, but which in the year mentioned was located at one end of the Williams and Fulton streets in New York. It was a two-sheet printed on a press 42 by 56 and executed in five impressions under the direction of Peter Cramer, who enjoyed quite a reputation as a lithographic artist. The poster was made for Lydia Thompson, a Jake Ottman, founder of the Ottman Lithograph Company, was book-keeper in the concern at the time, and Emil Rothengatler was a mere apprentice. The press, it is said, is still in existence at Seibert's.

The Aluminium Plate and Press Company, 87 Nassau street, New York, are advertising the merits of their press.

The first big hit made by an American poster in England was a twenty-one-sheet made by the Metropolitan for Frank Floyne in 1873.

The Donaldson Lithograph Company has added Emil Rothengatler to its already large force of artists.



One of J. F. O'Meara's Boards, in Jersey City, N. J.



It is very aggravating, when using two or more colors, to happen to dip the brush in the wrong color. This may be obviated by using a receptacle in, say, three divisions. Have lids for each of the two end divisions on hinges, and in such position so that when one division is in use, the other two may be covered by simply throwing the lids over in the same manner as a double box with a lid only made large enough for one fastened on a hinge in the center to throw both ways. The utility of such an arrangement will suggest itself when working on a ladder, as it will save bothering with two or three buckets. Its usefulness may be further augmented by having it arranged so as to fasten to a belt around the body, as a carpenter does his mail pouch. Little tin shelves, with clasps, may be put on the front side to hold the brushes.

We have mentioned in these columns before about the advantages of a stone and muller in the sign painter's shop. We find that some of the younger members of the profession do not know what a stone and muller is. The stone is a level marble slab of any size, say over fifteen inches square. It matters not of what shape it is, so it is large enough. The muller is a small piece of marble of such a shape as to be easily held in the hand. It is used for grinding paint. What is more, paint can be ground finer with a stone and muller than with any paint-grinding apparatus that has ever been invented. To use such an arrangement, lay the slab in a horizontal position. If you wish to grind dry colors in oil, such as Prussian blue or any of the water colors, pour some of the dry color on the stone. First free it from lumps by washing them or otherwise disposing of them. Do not put too much on the stone until you get up to handling the muller, which you will accomplish in one or two trials. Now, pour on what oil you think would bring it to a consistency, when ground, to that which you buy in cans. If you get it too thin, it may be easily remedied by putting in more dry color. Now, with the muller, rub the dry color into the oil and keep on rubbing until when you take a bit of it between the fingers it feels perfectly smooth. Some test it by spreading a little on a piece of glass and noting its covering properties. Coarse paint does not cover well on glass. If it does, it is always sandy-looking. Paint thus prepared beats anything you can buy; besides, you can grind up anything that comes handy. Common cement ground in oil in this manner makes a first-class high-colored paint. In connection with the stone and muller, a large spatula, which is a double-edged knife, will be needed. While we are talking about grinding paint we might as well tell you how to make a good water color in dry cakes. Grind in the same manner as just noted, but instead of using oil, use water. As the grinding progresses, put in some gum arabic and grind it up along with the color. After the grinding is completed, make it in cakes by putting it in oiled paper molds made in the form of small paper boxes, like you have seen the Chinese make. Allow the water to evaporate and the cakes to become dry. The gum arabic will hold the mass together, and you will have just as good a water color as you can buy. If preferred, you may grind it in glue water, but it will be harder to melt when you wish to use it. Iceland moss, a thick, slimy substance, is what is used in making the water saved and used with the aid of a stone and colors that you buy. Much paint that is regarded as useless and thrown away might be muller. Old paint skins, odds and ends, etc., may be thrown on the stone and ground into fairly good paint. The light colors might be ground by themselves, the dark colors being treated the same.

Sign painters are fast beginning to realize that the value of a sign does not depend so much on its artistic appearance as it does on that of its worth, as an advertisement. "To draw trade" is the intuition that governs the action of all advertisers. What is the use of a sign if it is not to augment the business it represents. A sign may be used merely to mark a place of business, and as such, proclaim nothing that might influence a prospective customer; yet it is an advertisement so far as it goes. Being at the place where the business is done, it serves rather as a guide-board; and further than that, its influence is lost. But where the sign is distant from the place of business, the more value it has as a drawing means that induces people to go to that certain place of business or to buy a certain product, the more it partakes of the nature of a good advertisement. To give such work value is the question. "BUY YOUR SUIT OF THOMPSON." Here we have a fair sample of what is usually seen along country roads near towns, in the suburbs of cities, and indeed on some of the big bulletin boards. Where is its value as an advertisement any more than it proclaims that Thompson is a tailor and in keeping his name before the public? It is true that the passer-by will read it, for perhaps it stares him in the face in such a way that he can not help it. He reads it, and that is all. If he thinks about it at all, he reasons: "Why should I buy my suit at Thompson's sooner than where I have been buying them?" "Are his suits any better, or are they any cheaper?" He reasons if they were, he would say so. The word "Thompson" conveys nothing to him. One-half of the world, if not more, want the next best thing they can get for their money, and the next best thing is only excusable where Thompson is famous as a tailor, and it is already understood so by the public. Reasoning in this manner, it is plain to understand, then, that a sign, to be valuable as an advertisement, must carry more with it than merely a commandatory phrase. There must be something that will tend to induce people to go to a certain place before they will to others of the same kind. And, another thing, wouldn't

it be well to expunge this commandatory-phrase business from advertising altogether. It is not understood, however, as a direct command, but it would look better and be just as well in some other form.

The simplest method of putting on smaltz is to first paint the letters in the colors they are intended to remain and let them dry. Then paint in the background around the letters and sprinkle on the smaltz. When dry, shake off the excess. Painters who do much of this kind of work have a bellows to squirt on the smaltz. It is just as good when done by hand, when a little care is used to get it on even.

EXECUTIVE BOARD

Of the House Painters' National Association Met at Cincinnati.

Mayor Welcomed Them—Program Adopted for the Meeting in Cincinnati February 7 to 10, 1899—Big Attendance Expected and Many Serious Questions to Be Considered.

The Executive Board of the National Association of Master House Painters met at the Grand Hotel, Cincinnati, Aug. 10, and was called to order by Chairman P. J. Brankin, President of the National Association, Secretary-Treasurer Kennedy, of Cincinnati, was at his post, and a large majority of the committee was found to be present at roll-call.

The committee is made up of the following gentlemen:

P. J. Brankin, President, Philadelphia.
D. T. Holland, Vice President, Troy, N. Y.
Joel Kennedy, Secretary-Treasurer, Cincinnati.
M. Dougherty, Chicago.
John D. Tobin, St. Louis.
Thomas Williams, Brooklyn.
Titus Berger, Pittsburg.
J. C. McCarthy, Chicago.
M. T. Shay, Boston.
G. W. Guthrey, Lancaster, Pa.

The committee met with the following gentlemen from Cincinnati:

John Theobald.
Allen G. Meakin.
J. Wm. Theobald.
Gus Wrampelmeier.
Chas. Grace.
John Thorbeck.
Calvin M. Fenner.
John Grace.
P. J. Nohle.
F. Oscar Theobald.
W. E. Keehan.
Ernest W. Osborne.
A. Belville.

After the reading of the minutes of the last meeting, the Chairman introduced Mayor Tafel, who welcomed the delegates to Cincinnati, assuring them of the pleasure it gave himself and the citizens generally to have as their guests a body of gentlemen representing an association of standing and influence in the world of trade. In the delegates the Mayor, recognizing the advance guard of the National Association, tendered to the committee and to the association the freedom of Cincinnati and of everything within her gates.

He was followed by Mr. E. P. Wilson, Secretary of the Convention League, and after response by Chairman Brankin, the committee got down to business.

THE OFFICIAL PROGRAM.

The Committee on Program of Business reported the following, which was approved and adopted as the official order of exercises of the National Association, which will meet in Cincinnati Feb. 7, 8 and 9, 1899:

- Call to order, Tuesday, Feb. 7, 1899, at 10 a. m.
- Prayer.
- Preliminary remarks.
- Appointment of Committee on Credentials.
- Reading minutes of last convention and meeting of Executive Board.
- Report of officers.
- Appointment of Committee on Resolutions.
- Reports of committees.
- Reports from State officers on the standing of State associations.
- Report of Committee on Trades School.
- Paper by Titus Berger, former President of the Association, "An Appeal to the Trade to Give the Apprentice System a Fair Trial."
- Paper by Mr. Daugherty, of Chicago, "Proper Methods."
- Report of Committee on Analyses.
- Report of committee on the subject of the admittance of manufacturers and journeymen to active membership.
- Discussion of the subject of "Specifications." In addition to discussions by members of the association, there will be an invitation extended to eminent architects to take part in the debates on this question.
- "The Question Box," a new feature.
- Exhibition of practical work by members and apprentices.
- New and unfinished business.
- Election and installation of officers.
- Selection of place of meeting in 1900.
- Adjournment.

FEATURES OF THE ASSOCIATION.

"We expect 200 members of the association to be in attendance," said Secretary Kennedy. "And in addition there will be many of the wives and daughters of the delegates, together with a large number of material men, so that we can confidently look for not less than 400 strangers in Cincinnati at the meeting of the association. The headquarters will be at the Grand Hotel, and the meetings for business will be held in Lodge-room G, Odd Fellows' Temple, the grandest lodgeroom in the city. We will have exhibitions of painters' material in the hall of the Grand Hotel, and in the south corridor the exhibition of practical work will continue during the sitting of the association.

"The Committee on Entertainment has not

yet concluded just what the features will be, but they will be in line with the credit of Cincinnati and the local association. There will be a special feature every evening. The ladies in particular will be cared for, and a round of festivities will be about what the Entertainment Committee will provide. There are not so many papers to be read as at former meetings, but the business will be as interesting, if not more so, than ever before in the history of the association, and the coming meeting will be the fifteenth. One of our principal cares is the subject of trade schools, and it is in the hands of a committee of gentlemen who will give it the most careful consideration and present the subject to the association in a manner that will make its discussion a matter of pleasure as well as interest."

The members of the committee were given a trolley ride through the city and suburbs, enjoying the surroundings of the Queen City to the utmost.

"The Billboard" has made arrangements to present a full stenographic report of the forthcoming meeting, and will publish it in the form of a special issue Feb. 15.

I believe that show cards inside the store help to sell the goods. They frequently suggest to a visitor a want of which he was scarcely conscious. You know this is said to be one of the objects of newspaper advertising—to bring to people a feeling of a want previously unfelt.

These inside cards, to be put in show cases, tacked on shelves, or attached to goods, should not be very large. One-fourth of a 22.5 sheet of board, or 11x14 inches, is a convenient size, and frequently it will be found advisable to cut these in two, making them 7x11. White board I believe to be preferable, and the lettering should be distinct and not too large. Two or three words in "lower case" letters in the center of the card, in black or dark blue, makes a tasteful and effective piece of work.

I know some stores where they put out from two to six full-sheet show cards, outside the store, every day. Some of them have these ordinary "A" signs, others have permanent bulletin boards. These cards are painted with black paint, made by just moistening lamp black with linseed oil, adding a small amount of most any kind of varnish, and then thinning it down workable with turpentine. Unless too much oil is used, this mixture will not spread or run on cardboard or muslin. Like all other show cards, these should be worded so briefly and pointedly that the passer-by comprehends the meaning at once without any conscious mental effort. And they should be changed daily. You can buy cardboard for 75 to 90 cents a hundred sheets that is good enough for the purpose.

The making of these handsome, varicolored show cards is an art in itself, and it is obviously impossible to so describe the work as to enable others to do it without further instruction. But the combining of colors is almost a fixed science, and can be described clearly; and notes on this and kindred subjects will be given next month.

C. S. ANDERSON, in The Advertising World.

An Irish Sign.

There is a Gaelic sign at 63 Dundee street, in the Back Bay, Boston, that has attracted much attention and controversy. We give it with a literal translation interlined:

Padruig Sh. (Sheamuis) ULuasaigh,
Patrick J. (James) O'Lucid,
Ceannuighe Tobac,
Dealer in tobacco,
'Na bhloesibh, no 'na chipinibh,
In blocks or in cigars,
Piopaidhe a's minearaidhe;
Pipes and smallware;
Gual a's adhmud,
Coal and wood.
Tunna no clabhan.
A ton or a basket.

Sign painters in small towns can add to their earnings, amazingly by devoting their off-days and spare hours to bill posting and distributing. There is many a town that can not support a bill poster or a distributor which would nevertheless furnish a very snug sum annually to a sign painter and increase his earnings wonderfully. If there is no bill poster or distributor in your town, look into the matter. Join your State bill posting association, and then join the International Association of Distributors. You will soon thank us for this suggestion.

We present this month the portraits of two representative sign painters of Chicago, viz., Mr. Fred Jones, President, and Colonel Burr Robbins, Secretary-Treasurer of the Western Ad-Sign Syndicate. This concern, though only recently born, is said to be making things very interesting for Gunning.

Geo. W. Evans, of Cedar Rapids, Ia., favors Cincinnati as the place to hold the preliminary meeting of the American Sign Painters' Alliance.

W. F. Williamson, of St. Louis, is very anxious that the preliminary meeting of the sign painters' league be held in St. Louis.

"Red Jacket Vermilion" is a regular fire-cracker red, and durable, too. Write Billings, Taylor & Co., of Cleveland, O., about it.

The National Association of Master Painters and Decorators is to be reorganized on lines which will admit manufacturers and journeymen painters. The organization is dying of dry rot and this step will kill it entirely. What the National Association needs is a definite and well-defined aim, and until this fact is recognized it will continue to languish.

Every sign painter should interest himself in the American Sign Painters' Alliance. A protective league is badly needed.

RED JACKET VERMILION

Outwears all other Vermilion.
Just What You Want
Send for Sample.

BILLINGS, TAYLOR & CO.
Cleveland, Ohio.

Mr. P. J. Brankin, President of the National Association of Master House Painters and Decorators of the United States, has been invited to Liverpool, England, to act as judge in awarding the prizes in the apprentices' contest at the annual meeting of the British Association of Painters and Decorators, to be held in October next.

Chapman's Bulletin Service in Cincinnati has one merit that commands the advertiser's consideration, viz., every board is located on a thoroughfare.

Subscribe for "The Billboard." One year— one dollar.

Sign painters will do well to write to F. E. Marland, 190 West Broadway, New York. This concern manufactures a very attractive and saleable line of enameled iron signs, street names, house numbers, agency and advertising signs. They give the exclusive agency of their entire line to but one man in a town, and it is worth having.

Write the Indiana Ladder Co., of Indiana, Pa., about ladders.

Mention "The Billboard" in writing to advertisers.

Isaac M. Monk.

Ike Monk, who went to Dublin, instead of Mr. W. B. Lowden, as ambassador to the British bill posters' meeting, cabled from Dublin on the 16th that he had arrived in good time and had been handsomely received. Mr. Monk will suggest that England send us an ambassador next year, and doubtless we will have the pleasure of entertaining a delegate at Milwaukee.

FINE WORK

At Charleston, West Virginia.

W. H. Harris, proprietor of the well-known Nickel Plate Shows, says that when the show arrived and put up at Charleston, W. Va., E. H. Carwithen, the bill poster at that point came to the circus lot early, and represented that he had lost or mislaid his contract and order for the bill posting he had done for the show, and presenting his bill, requested settlement. Mr. Harris demurred, but upon Carwithen's earnest solicitation finally paid him the bill without the order.

About an hour afterward a saloonkeeper presented the original order, stating that Carwithen had lost the amount in his resort shooting craps. Harris naturally refused to pay twice. The saloonkeeper got out an attachment, and compelled the show to pay a second time.

Mr. Harris retaliated by having Carwithen arrested, and ultimately had his money returned to him from Carwithen.

Asked for his side of the story, Mr. Carwithen responded as follows:

"I am in receipt of your letter of the 22d, in regard to W. H. Harris, which is the first I knew of his preferring any charges against me outside of Charleston.

"In regard to what I did, it is as follows: On June 30, the date of his show here, I went over to the car to tell him about the City Council raising the city license, as I was requested to do by his agent, (Fred.) When I told him of the same, he asked for the checks on the show, one for lot rent and one for bill board.

"I at once told him that I had got on a drunk and pawned them, and that the man whom I had left have them had gone up in Missouri, which was true; but he had left the checks here, unbeknown to me, and Mr. Harris paid me in full for both the lot and the boards, and I was on a spree at the time, so I came down in the city and got on a good jag.

"About 5 o'clock I was arrested, and demanded a trial at once. Harris claimed he could not stand trial at once, and gave bond to come back. I was released on my own recognizance, and when Harris did not appear on July 7 or 8, my brother paid the money to Judge C. W. Hall, who claimed he was Harris's attorney.

"I wrote two letters to Mr. Harris about same, and he never answered either of them, so if he did not get his money he is to blame, but if he had stood trial on June 30 in the evening I could have beaten the saloonkeepers who had his show attached, but he would not do so.

"Besides, I never asked Mr. Harris once for either money or tickets, as did his Treasurer, Wilson.

"After telling them what I had done with the checks, they insisted on paying me, and of course I took the money. This is about all I have to say for my side of the question at present. Wishing "The Billboard" good success, I am, yours truly,

"E. W. CARWITHEN,
"City Bill Poster."

THE BILLBOARD.

PUBLISHED MONTHLY AT

127 East Eighth Street, Cincinnati, O., U. S. A.

Address all communications

For the editorial or business departments to
THE BILLBOARD PUBLISHING CO.

Subscription, \$1.00 Per Year, In Advance.

ADVERTISING RATES:

Advertisements will be published at the uniform rate of ten cents per agate line; copy for advertisements must reach us on or before the twenty-fifth of the month. Our terms are cash.

Billboard Advertising is sold in London at Low's Exchange, 57 Charing Cross, and at American Advertising Newspaper Agency, Trafalgar Buildings, Northumberland Ave., W. C. In Paris, at Bretano's, 17 Avenue de l'Opera. The trade supplied by the American News Co. and its branches. Remittance should be made by cheque, post-office or express money order, or registered letter addressed and made payable to The Billboard Pub. Co.

The editor cannot undertake to return unsolicited manuscripts; correspondents should keep copy. When it is necessary to wire us the instructions and copy for advertisements, great saving in the matter of telegraph tolls may be had by recourse to the Donaldson Cipher Code.

Entered as Second-Class Matter at Post Office at Cincinnati, Ohio.

SEPTEMBER, 1898.

The event of the month in bill posting circles is H. G. Wilshire's colossal scheme for the formation of a bill posting trust. Scarcely had the echoes of the Buffalo convention died away when Mr. Wilshire announced his plans.

Two circulars, outlining the general plan, were mailed to all bill posters, and interest was immediately manifested on all hands.

We have been bombarded with letters asking for advice. The chief question we are asked is, "Will it go through?" To all such inquiries we have made but one reply: It will go through, and very readily, if the bill posters put it through. If they do not, then assuredly it will not. We are decidedly of the opinion that the plan will prevail if the promoters do not try to mature it too quickly.

A correspondent wishes to know if we have abandoned the advocacy of the "open" association. We have abandoned the name. We have been aware, for many months, that any hope of instituting radical changes in a system so set and long established as bill posting must needs be long deferred. It has seemed expedient, therefore, to drop the word, and with it many of the extreme features for which it stood. At the same time we shall continue to work for a better association.

Were everybody content with existing standards and conditions, there would be no progress—no advance—in any department of human activity. We believe the Associated Bill Posters is essentially an excellent organization. It can be improved, like all human institutions, and must be changed from time to time to meet conditions which are ever changing. Whenever improvements are suggested that, in our estimation, are advisable, or when changing conditions demand reconstructions on special lines,

we shall advocate them. Furthermore, it is quite likely that our advocacy will be both urgent and insistent, for we do not believe in doing anything in a half-hearted way.

But, above all things, will we preach loyalty to the association. It has accomplished so much, and is capable of doing such a great deal more, that we cannot abide the idea of its being hampered and hindered by internal dissension.

All its officers can count upon our hearty support in their efforts to widen its influence and extend its scope. On the other hand, should any one seek to prostitute it by perverting it to his own private and selfish ends, or bring discredit upon its members by any unscrupulous action, he may not hope to escape just censure at our hands.

If there is anything that annoys us more than another, it is to be late. The stenographic report of the convention of the International Association of Distributors, which we give this month in its entirety, is stale as a matter of news, but is rich in suggestion and inspiration. We fully expected to present the report in our August issue, but the stenographer disappointed us, and we had to go to press with a hasty account written from memory. As we were not at fault in the matter, we offer no apologies, but simply make this explanation, in order that the members of the organization may know where to place the blame.

The secretary and the manager of the fair association are very busy men just at this time; but, for all that, there is a movement on foot which should have their careful consideration. It is the measure proposing to enlarge the scope of the American Association of Fairs and Expositions. This contemplated move is fraught with the utmost importance to every man who sincerely believes in the fair and its mission.

It is conceded that the fairs of the country should be united in one organization, with officers who could direct, govern and assist each individual fair, sanction all dates, arrange circuits, prevent conflicts, and devise uniform methods and systems.

Now that the American Association of Fairs and Expositions is to be thrown open to all minor organizations, it is to be hoped that they will all avail themselves of the invitation and send delegates to Omaha on October 26.

Cincinnati got the most votes in the sign painters' voting contest, and the general opinion prevailed that the best time to hold the meeting would be during the coming winter. It would

seem, therefore, that, as the regular annual convention of the National Association of Master Painters and Decorators is to be held in Cincinnati, February 6, next, that date will be best for the initial meeting of the sign painters; and, by virtue of the authority vested in us by the proposers of the alliance, we herewith fix that date.

The vote was as follows, viz.:

Cincinnati	43
St. Louis	38
Pittsburg	33
Chicago	31
Detroit	10
Cleveland	8
Columbus	2
Peoria	2
Louisville	1
Evansville	1
Dayton	1

Total vote.....180

If one half of those who voted attend the meeting, the new association will start off with a boom.

At the suggestion of various members, we will also appoint the following Committee on Arrangements:

R. H. Forgrave, Pickerington, O., Chairman.

W. F. Williamson, St. Louis, Mo.

Fred D. Jones, Chicago, Ill.

C. G. O'Brien, Pittsburg, Pa.

A. E. Harbaugh, Mill Run, Pa., Secretary.

LOUISVILLE.

RAMSEY WINS OUT.

The following brief but expressive telegram tells the story:

Louisville, Ky., Aug. 25, '98.
Editor 'The Billboard.'

The Heverin billposting plant was this day entirely absorbed by the Falls City Billposting Co. The latter is now the only billposting concern in Louisville.
[Signed,] L. H. RAMSEY.

The episode marks the end of a long and hot fight. Billposters, agents and advertisers all over the country will have a sigh of relief over the termination of the struggle.

Congratulations are due to Colonel Ramsey.

Reese & Long, of Scranton, Pa., wish it distinctly understood that Castner has no interest in Scranton.

Ike Monk Again.

Mr. Isaac M. Monk, who represented the billposters of America at the convention of British billposters, writes under date of August 17 that he was most graciously received at Dublin. He was tendered three different banquets, and, in fact, to use his own words, "Treated like a lord," "Out of sight," etc.

A very elaborate scrap-book has lately been compiled for Wm. B. Plunkett, by the New England Newspaper Bureau, 146 Franklin street, Boston, in commemoration of President McKinley's tour of the Berkshires last fall.

The book is handsomely bound in full morocco, and contains some four or five hundred clippings, with illustrations from all the newspapers of the country, mounted on heavy cardboard pages of a pale blue tint. The clippings are arranged in chronological order, the name of the publication from which each one is taken being done in gold. The title-page is an excellent piece of pen-and-ink execution, and reads: "The Visit of William McKinley, President of the United States, to William B. Plunkett, at Adams, Mass., September, 1897."

This book, which could not be duplicated for any amount of money, is at once one of the most unique and valuable souvenirs of its kind, and suggests the many important ways in which a Press Clipping Bureau, when fully equipped, can render service to its patrons.

Biking Through the South.

S. S. Kelly runs the Norfolk Steam Laundry, and the starch makes good paste for bill posting purposes. When not laundering his pastes bills, and does both well. Norfolk is paved with oyster shells, largely, and the wheelman wants to have his repair kit along unless his tires are of steel. Business in Norfolk has been very fair all year.

Portsmouth is right across the river, or bay, from Norfolk, and the navy yards have made it a very busy place since April 21. S. C. Draper is the bill poster, and when he gets too much paper he builds more boards, when he hasn't time to build more boards, he tells the advertiser honestly that he is crowded and can post only a part of the paper. He is doing a good business, and deserves all his good luck.

W. T. Pfohl is the bill poster at Winston-Salem. (Pronounce it Phole, please; not Pea-owl.) It would be hard to find better bill boards even in large cities than Winston-Salem possesses. Mr. Pfohl is ex-Chief of Police and ex-Tax Assessor of Winston, and has real estate "to burn." Bill boards on his own property alone would make a very respectable plant. He "fit, bled and died" for the Lost Cause under General Robert Hoke in the rebellion, and was on the secret service force at the Chicago World's Fair. Winston-Salem is the biggest plug tobacco producer in the Union, with possibly one exception, and advertisers should post here for quick and sure results.

Greensboro, N. C., is a lively junction point on the Southern Railroad, and claims 12,000 population. J. H. West is the bill poster, and if business gets slack he chartered a train and runs a "personally conducted" excursion to Norfolk, Washington and Baltimore, and advertises it with Donaldson posters on his own bill boards. West also posts a number of near-by towns, and does it right. A bicycle trip over Greensboro reveals a large number of big bill boards and lots of three-sheet boards.

Burton, of Richmond, keeps his end up in good shape. His boards are well built and well located, and the large number of factories, all working to the limit, makes Richmond a splendid market for the advertiser to cultivate. Mr. Burton ought to make a few National advertisers among the numerous tobacco and cigarette manufacturers there.

Charleston, S. C., is held down by Charles W. Keogh, a good man who weighs less than three hundred. Business is good at Charleston, from all appearances.

Chattanooga and Harry Stoops! Fifty thousand population and 200 bill boards! That's Chattanooga. The troops at Chickamauga have brought prosperity to Harry this year, and incidentally to all his many customers as well.

Johnny Shoemaker is not a shoemaker at all, but the hustling manager of the Lloyd-Mexley Advertising Service at Washington. To live in Washington should be happiness enough, but think of not only living there, but also being the bill poster! Talk about getting all the good things! Shoemaker also runs two big, rushing restaurants on Pennsylvania avenue. I had dinner at one of them, and wished I had known of its existence six hours earlier. The man on a bike in Washington doesn't have to do a thing but "let her went." I noticed the following paper on the boards, among a great deal more: Lillian Russell cigars, Fontella cigars, Chicago-Great Western Railroad (forty-eight sheet), and an eight-sheet made by Ramsey, of Lexington. I didn't notice what it was for, but the picture showed "a wheel in your head," and I thought it might be personal, so rode on.

Baltimore on a Sunday afternoon, and not an acquaintance to be found, suggests an immediate rush for the next train. The man on the hurricane deck of a raging, bucking broncho is not in it with the man who tries to hike along the cobble stones and "nigger-head" bowlders of Baltimore. I have no doubt there are hundreds of fine bill boards in the city, for I saw some of them before I broke my spine. Rife & Houck are the bill posters, and they are not responsible for the bowlders. Their work is all right. The only suggestion I can offer is "more railroad showings." The traveling man has a great deal to say nowadays about his firm's bill posting, and the traveling man sees the railroad showings, and very little else, and reports accordingly.

Philadelphia has all kinds of paper on the bill boards (I suppose), but all the casual observer can see is George W. Childs cigars; there are Childs eight-sheets, and three-sheets, and streamers, and sixteen-sheets, and more kinds of all sizes, all of them containing the mammoth portrait of the man that all Philadelphia loved and admired so well. Sam Robison says that the newspapers have been trying to cry down this advertising, but that the people of the great city take kindly to it, and stop and gaze lovingly at Childs' portrait. The makers of the cigar say that the people also buy and smoke the cigar.

Geo. Castner has bought out the Jamestown (N. Y.) bill posting plant. George is reaching out. He now owns three towns, viz., Syracuse, Binghamton and Jamestown.

A. Bennett & Co., of Ottawa, Ill., are charged with unmercantile conduct by Bernard & Anderson, of Savannah, who say they sent an order for some hand-painted posters to the Bennett people, accompanied by the cash. The Bennett people acknowledged the receipt of the money and order, but never shipped the latter, nor have they returned the money. Bernard says he has written them repeatedly to do either one or the other, but latterly they refuse to answer his letters.

A leading member of the association writes as follows: "Official Order No. 1 is a darling. Embryonic thoughts as realities—we thought something would happen when the Boston man got on the board."



THE EXECUTIVE COMMITTEE

Met August 10th at Hotel Bartholdi, New York.

The first meeting of the Executive Committee of the A. P. occurred Aug. 10 at the Hotel Bartholdi, New York City. There were present, Jas. F. O'Mealia, President; J. Ballard Carroll, Secretary; E. C. Donnelly, Geo. M. Leonard, Al. Bryan, Samuel Pratt, E. A. Stahlbrecht and O. J. Gude.

In addition to the regular routine business, the committee passed the following resolution, viz.:

Resolved, That it is the wish of the Executive Committee that "The Billboard," published by "The Billboard" Publishing Co., of Cincinnati, shall, from and after this date, refrain from publishing any opposition bill posters or solicitors' advertisements, and desist from mentioning them in their columns in any manner whatever.

H. G. Wilshire was summoned before them late in the evening, and spoke in favor of his scheme to combine the bill posting plants of the country. The committee, by a close vote, concluded not to indorse the idea.

Mr. Wilshire immediately formulated an entirely new plan, and is meeting with considerable encouragement. The following are a few salient features of the new plan:

To owners of bill posting plants:

Dear Sirs.—The Executive Committee of the Associated Bill Posters has declined to indorse my original plan, notwithstanding the fact that I had conditional assents from the following cities: Chicago, St. Paul, Minneapolis, St. Louis, San Francisco, Louisville, Lexington, Worcester, Providence, Brooklyn, Pittsburg, Cincinnati, Albany, Rochester, Newark, New Haven, Jersey City, Allegheny, Los Angeles and New York City.

I admit there were possibly objectionable features, which are easily eliminated.

I beg therefore herewith to submit the following new plan for the unification of the ownership of the bill posting plants in the larger cities of the United States:

A company with an authorized capital of ten million dollars should be incorporated by us at once.

Any designated owner (or owners) of a plant could be offered, until a certain fixed date, stock in this company upon the following terms, viz.:

The company will lease his plant for twenty years, with option of purchase after three years, at a rental equal to 15 per cent. of its gross earnings.

The company will also agree to employ the owner, if he so desires, as local manager during the lease, at a salary equal to 15 per cent. of the total gross earnings of his plant, augmented by an additional amount equal to 10 per cent. of the gross earnings derived exclusively from his local commercial work.

The minimum upon which salaries and rentals will be based will be guaranteed by the company to be equal to his annual gross earnings for the year ending Aug. 1, 1898.

His plant, as hereafter defined, will be estimated, in purchasing, to have a minimum cash value equal to its annual gross earnings for the year ending Aug. 1, 1898. Both minimum purchase price and rental are guaranteed in cash.

It will be expressly understood and agreed, however, that this estimate shall be increased to a maximum valuation equal to the greatest amount of its annual gross earnings for any one year of the three years immediately succeeding the first day of operation by the company.

In consideration of the assumed value of the lease itself, the company will agree to issue to the owner, or his representative, entirely free and in addition to the cash purchase price, its full paid and unassessable common stock, equal in face value to the estimated value of the plant.

The first stock will be issued as soon as lease is signed and will have a par value equal to the amount of gross annual earnings of the plant for the year immediately preceding Aug. 1, 1898; i. e., its first valuation. Whenever, during the three years after the lease, an increase of the gross annual earnings of a plant establishes for it—as per agreed method of estimating its value—a greater valuation, the company will at once issue to the owner additional stock, pro rata with such increase.

"Plant" shall be construed to mean and to include only the billboards. All other properties pertaining thereto, such as horses and wagons, parts, machines, office fixtures, etc., etc., are arbitrarily to be classified under this plan as "personal property," and will be paid for in cash by the company at present value, as estimated jointly by owner and company, when the "plant" proper is purchased.

In the interim the company will pay an annual cash rental of 20 per cent. upon the value of such "personal property."

It is admitted that there are variations, not as great, however, as commonly thought, in the physical condition of bill boards constituting the various plants, but to attempt a comparative inspection throughout the country with a view of adjusting relative values sat-

isfactorily to the different owners is decided to be practically impossible. It would take twenty-five years to reach an agreement.

At most, \$50,000, it is conservatively estimated, would bring up all existing boards to a uniform standard of excellence. The first six months' reductions in location rents alone would be equal to this amount.

Mutual concessions are inevitably necessary in the formation of all combinations.

It is also conceded that the ratio of net to gross earnings varies with different plants, but it is justly contended that such variations are simply a necessary concomitant to competition and will disappear with its elimination. Such variations must be the result of one or two causes:

1. A faulty system of operation.
2. Excessive location rents.

The operation of all plants with standard and uniform rules under a single management will immediately reform the first fault and simply the absence of competition will alone speedily regulate and equalize rents.

Hence it is clearly seen that the gross earnings are the simplest as well as the truest index of the value of a plant.

As soon as the company demonstrates, to the investing public, its actual earning capacity, there will be no difficulty in selling sufficient of the preferred stock to provide the necessary funds to purchase the original plants, as well as others which may later on be desired to be included in the combination.

The percentages allowed on gross earnings for rentals and salaries may be thought too small. If so, it is an error on the safe side.

The company can not pay more in rentals and salaries than the sum of its net earnings. After that, if a surplus remains it will be distributed in dividends on stock. The owner will get his pro rata share exactly the same, but through another channel.

As an inducement for early action, the owners first joining the combination will have their plants estimated at a double valuation and be given a bonus of 100 per cent. additional cash and stock.

Upon the basis of the 38 cities having a gross income of \$1,375,000 and estimating the net income at only 20 per cent. of the gross, or \$275,000, which is ascertained to be approximately correct, we have \$1,100,000 expended to-day for working expenses and rentals.

The cash required for purchase of plants at a maximum is \$2,750,000. This is upon the basis of a value equal to twice present earnings. If this cash was supplied by sale of preferred stock, the annual interest at 7 per cent. would be \$192,500. There would be required for salaries of 38 local managers, say an average of \$2,000 each—\$76,000. Some would get \$5,000 and some less, according to size of plant.

The estimated reduction in location rents is \$100,000, and certainly a centralized management should reduce the working expenses over 10 per cent., or, say another \$100,000.

It may be safely estimated that both these economies could be effected, and yet, at the same time, the gross earnings be increased 10 per cent., or \$137,500. I, myself, estimate it at 50 per cent.

Thus the receipts would be as now:—\$1,375,000

Add 10 per cent. increase..... 137,500

Total receipts..... 1,512,500

Total expenditures:

Interest on 7 per cent. preferred stock..... \$192,500

Salaries for 38 local managers..... 76,000

Working expenses and rentals..... \$1,100,000, less \$200,000..... 900,000

Total annual expenses..... \$1,168,500

Receipts..... \$1,512,500

Expenses..... 1,168,500

Net earnings..... \$344,000

This shows net earnings enough to pay over 13 per cent. dividends annually on the \$2,750,000 of common stock. In other words, estimate that upon the plan as proposed, the owners will receive at least twice as much in cash for their plants as they are worth to-day, and they will still own the company's common stock, issued as a bonus over and above this cash price, which will pay them at least 10 per cent. annual dividends.

A meeting was held at the Auditorium Hotel Chicago, Aug. 22. Many owners attended, and the plans were discussed quite thoroughly and pretty generally indorsed. The preliminary organization was formed, and altogether Mr. Wilshire has reason to feel very much encouraged over the outlook.

The Trust vs. The Executive Committee.

By a Member of the A. P. B.

While the general argument that the solicitor's interest is the same as that of the bill poster's, and that therefore he should be eligible to membership and hence a seat on the Executive Committee, is true in the main; still, it has exceptions.

A case in point is this vote of the Executive Committee, throwing cold water on Mr. Wilshire's plan for consolidation.

Mr. Gude made the opening argument

against the plan, basing his opposition upon the fact "that while it might do bill posters some good, it might leave the solicitors out in the cold. That even if the advertiser thought that a solicitor was connected with an effort at a bill posters' combination, he might withdraw his patronage, not from the bill posters, but from the solicitor."

Now, this may, or may not be true. We think, certainly not; as the advertiser has as much interest in cutting down location rents as the bill poster. But, true or not, it is not an argument that should weigh with bill posters, no matter how much it appeals to a solicitor.

The Executive Committee should, first and foremost, decide as to how bill posters, the owners, are affected. That is what they are elected to consider. We are not making an argument against giving the solicitors a full chance to air their views, as we admit that the position they necessarily occupy gives them a broader and more general view over the whole situation throughout the country than that had by any single bill poster.

However, the fact that they have a better view of things does not make them less considerate of their own interests as opposed to bill posters.

A single ownership of bill posting plants in the country, properly managed, would unquestionably benefit the owners of bill posting plants, but the same certainly can not be expressed as to the benefit to any particular solicitor. At present, he can dictate to a certain extent to the bill poster, and usually at present this dictation is a good thing for both, but after the combination the bill posters will dictate to everybody—to the solicitor, the advertiser, and the job-owner.

This position of power that the bill poster will find himself in has in itself the danger of making him overbearing to customers and the public generally. There will be no more licking of boots for him, but he must be careful not to try and make others lick his boots.

We recognize that the Executive Committee was passing upon Mr. Wilshire's original plan of sale of plants, and that the second, or "new plan of lease," dated Aug. 13, is an entirely different proposition. Whatever objections there may have been to the first plan are apparently obviated in the second plan. We would suggest that instead of the Executive Committee voting in general terms on this plan that they intelligently criticize it. If it has weak points, let them be pointed out and amendments suggested. All bill posters wish a combination, and all that is necessary to bring it about is the presentation of a plan fair and acceptable to all. If Mr. Wilshire's plan is this, let it be adopted.

The question of owners demanding money in advance before entering a combination is about as senseless as demanding being paid before joining the association.

The great majority of the big industrial combinations were formed without a dollar of outside capital. This is true of the Sugar Trust, the American Tobacco Co., the Leather Trust, etc., etc. After the combination proved successful, then the public was offered stock, and all these stocks now meet ready sale, whereas at the beginning they could not have been sold at any price.

The latest combination we note is that of the Chicago brewers. The owners all put in their plants, taking stock in exchange and net a dollar in cash.

ANON.

Solicitors.

In his annual message to the members of the Associated Bill Posters at Buffalo, President O'Mealia observed:

"That we should have at least one solicitor in every large city is a fact that is evident to every one. It is very true that each member of the association is a solicitor, and some of them are of the opinion that an official solicitor, appointed for the purpose of soliciting work, would interfere with our members doing the same. Such is not the case; it brings more new business and better business to our members, and an intelligent and competent solicitor working in a big city or a small one is a great benefit to the local members, and also to the members at large, and should be encouraged."

The President voiced the unanimous sentiment of the members at large when he uttered those words. The proposition is so plain and simple that it cannot be misunderstood. The more solicitors, the more work the bill poster will obtain.

"The Billboard" has tirelessly advocated this measure for the past three years, and views the adoption at Buffalo with considerable satisfaction.

The provision bonding solicitors in \$5,000 was a wise move, it is in no sense either prohibitive nor a hardship. Any man of good standing can procure the bond of a trust company by the payment of a fee that is little more than merely nominal.

The ability to procure the bond should, on the other hand, be evidence sufficient of the applicant's worthiness to hold the position of solicitor.

Journeymen Billposters and Distributors.

Bill Posters' and Distributors' Union No. 1, of New York, on Aug. 1 sent the following communication to all managers in Greater New York, viz.:

We, the Bill Posters and Distributors of Greater New York, thinking it only just that we should have a uniform salary for our men employed in the advertising department of the theatres, do hereby submit to you the following:

First, That the manager or advertising agent of theatres agree to employ no bill poster or distributor in Greater New York excepting those being members of the Bill Posters' Union No. 1, or such others as will be recognized by them through affiliation.

Second, That from August 1, 1898, two routes per day shall constitute a day's work at bill posting or distributing. Work to com-

mence at 8 a. m. and end at 5 p. m., one hour at noon for dinner.

Third, That the minimum rate of wages shall be ten dollars (\$10) per week, and all labor performed in excess of a regular work day, in or out of theatre, shall be paid at the rate of 75 cents per route.

Fourth, That any member employed as ticket taker or usher shall receive \$12 per week.

Nothing this will meet with your approval, we await your reply.

EXECUTIVE COMMITTEE.

T. A. Sheehan, walking delegate of the union, with offices at 8 Union Square, informs us that the demands have been quite generally agreed to, an assertion which is borne out by the following clipping from the New York Journal of Aug. 3:

BILL POSTERS GET WHAT THEY WANT.

About one-half of the theatre managers yesterday granted the demands of the organized bill posters for a minimum wage of \$10 a week. In some theatres the demands will be refused and the bill posters will strike. Outside bill posting agencies report that their men are paid at least as much as the theatre employees demand.

The New York Sun of the same date says:

"The managers of the Star and several other theatres granted yesterday the demands of the organized bill posters for a new wage schedule. It is thought that most of the theatres will follow suit, but in one or two cases the bill posters may have to strike to gain their end. They will wait a few days before striking. Some of the theatres employ no bill posters, but have contracts with firms of bill posters that employ a number of men. These firms say they pay their men at least as much as what the bill posters employed by the theatres demand. The demands are an eight-hour work-day, a minimum wage rate of \$10 a week, extra pay for overtime and a salary of not less than \$12 a week to those who act as ushers."

DUES of the Associated Bill Posters, as adopted at the Buffalo convention, were as follows, viz.:

- Cities of 1,000 to 15,000, \$2.50.
- Cities of 15,000 to 25,000, \$5.00.
- Cities of 25,000 to 50,000, \$10.00.
- Cities of 50,000 to 100,000, \$15.00.
- Cities of 100,000 to 500,000, \$25.00.
- Cities of 500,000 to 1,000,000, \$50.00.
- Cities of over 1,000,000, \$75.00.

Colonel Burr Robbins.

We have been exceptionally fortunate in securing a portrait of Colonel Robbins that reproduces in cold ink some measure of his forceful features and portrays partially his habitual expression. In an accident, which occurred some years back (and, by the way, it would have killed outright any man of less vitality), the lower portion of his forehead was frightfully crushed. The injury is still in evidence, although, strangely enough, when one comes to know him well, it is scarcely noticeable. Photographs, as a rule, however, magnify and distort the irregularity into a positive disfigurement.

Any one who knows Colonel Robbins will, therefore, readily agree that the cut which occupies our first page is indeed remarkable in that it portrays Colonel Robbins exact as he is.

Still, it is the man himself, and not his appearance that appeals most strongly to the interest.

Keen, evenly balanced and wonderfully shrewd, it, of course, goes without saying that he hail's from Ohio. When he was mustered out of the army, with the rank of Colonel, at the close of the rebellion, he returned to his native state, and shortly thereafter engaged in the circus business.

He started with nothing. In fact, the story of his life reads like a romance. For instance, during the panic of 1873, when business in all directions was utterly prostrated, Colonel Robbins' Circus cleared nearly \$60,000. Its earnings increased every year thereafter as long as he operated it.

We shall have more to say of his reminiscences and achievements in future numbers. They abound in interest, and we command an almost inexhaustible supply of them.

Though at an age when most men are content to take things easy, Colonel Robbins still takes a lively and active interest in business. He owns the controlling interest in the American Advertising and Bill Posting Company and the Western Ad-Sign Syndicate, both of Chicago, and finances both concerns personally.

He possesses great tenacity of purpose. In the face of great difficulties and adverse circumstances, the American Advertising and Bill Posting Company has, under his guidance, grown to be quite the largest bill posting business in the world.

We speak advisedly on this point, and are not unmindful of Philadelphia and Boston, when we make the assertion. Both the latter are admirable—nay, wonderful plants, but the Chicago plant surpasses the one in the superficial area of its holdings and the other in the net volume of business.

The Western Ad-Sign Syndicate, though but recently launched, is a most promising youngster, and bids fair to monopolize the bulletin business of the Windy City at no distant date.

Indications all point to the fact that Colonel Robbins has at least twenty or twenty-five years of active life ahead of him, and there is simply no telling what he will accomplish before he retires to enjoy the fruits of his labors.

He is a millionaire now, but his temperament is such that he simply cannot abide the idea of going out of business.

His friends are many, and they are all of the kind worth knowing and worth having. We regret that we cannot at this time dilate at greater length on the career, characteristics and attributes of this truly remarkable man. Our space simply will not permit it; but, as we stated above, we will have more to say later on.

J. H. SIMPSON,

Business Manager of the Firm of Owens & Varney, of San Francisco,

And the Pacific Coast Billposters' Association And Vice-President of The Associated Billposters of the United States and Canada.

It is seldom, indeed, that a man has been honored by the Associated Bill Posters as has J. H. Simpson, whose portrait we present on another page. Mr. Simpson is not an owner nor an employing bill poster. He is the business manager of Owens & Varney, of San Francisco. Yet the Associated Bill Posters elected him their Vice President, thereby overturning all the precedents and traditions of their organization. What is more remarkable is the fact that he was elected at the first meeting he ever attended, and that, too, unanimously.

Mr. Simpson was born in San Francisco Jan. 23, 1856, and is therefore now in his forty-third year.

He graduated from the Spring Valley Grammar School in 1871.

Mr. Simpson learned the printers' trade in early life in the office of the San Francisco Bulletin, where for over ten years he was foreman of their composing room. He also served upon the paper in the capacity of local reporter and finally as advertising solicitor.

He entered the employ of Mr. L. D. Owens, (now Owens & Varney), in August, 1893. Previously he had been with the California Ad-Signs Co., with its organization until it was succeeded by Owens & Varney.

He was Grand Master of the Grand Lodge of California, I. O. O. F., for the years 1894 and 1895, and is a member of Argonaut Council, No. 597, Royal Arcanum, of San Francisco.

A Pioneer.

On the occasion of a recent visit to Indianapolis the writer had the pleasure of meeting and interviewing A. S. Burt, probably one of the oldest American circus agents now living.

It was through the kind offices of Mr. A. Ringling, of the famous Ringling Brothers' Show, that the meeting was brought about.

Mr. Burt, who is now living in easy affluence at 838 English avenue, Indianapolis, goes back to the days of Yankee Robinson's beginning, and his reminiscences are high y interesting indeed.

He claims, among other things, that he was the first person to build a bill board for the accommodation of stand work. Also that he was the first person to use paste in posting paper. Up to that time, he says, it was tacked up with paper tacks.

When they first used paste, Mr. Burt says, they used to lay the sheet face down and apply the paste to the back, after the manner of paper hangers. This innovation was introduced about 1849.

Mr. James A. Bailey, now owner of the Barnum and Bailey Shows, posted bills under Mr. Burt's supervision, and the latter was instrumental in getting him his first position as an agent.

Mr. Burt avers that Yankee Robinson was the first American showman to put out a really imposing parade, and also that John Robinson I. was the first to use the ring bank of turf as we see it to-day.

It was down in Georgia that happened, just before the war. In those days they used to carry box curbs for the rings, and those with the Robinson Show were swept away from a wagon overturned at a ford.

In this dilemma Uncle John Robinson threw up the ring bank of earth, which has endured ever since. We hope to present a photograph of Mr. Burt in a future issue, together with more of his earlier experiences.

AT OMAHA.

The old claim of James E. Boyd against Thomas Mulvihill for the \$10,000 rent due from his brother, Thomas F. Boyd, for Boyd's Theater from June 1, 1894, until December 10 of that year, has made its appearance again in the shape of a suit in the district court to recover from Mulvihill that amount.

According to the new complaint, Mulvihill guaranteed the payment of the \$18,000 annual rental from September 1, 1891, until September 1, 1896, indorsing an agreement to that effect between the Boyd brothers under which the theater was leased. It is alleged that the rent for the time between June 1 and December 10, 1894, on which latter date Thomas F. Boyd's occupancy ceased, has never been paid. The defense which has been raised in the past has been that Mulvihill, who is now in confinement as an insane person, was not in his right mind at the time he signed the guaranty.

The Creighton Theater foreclosure case came up before Judge Powell August 1 for final hearing.

Monk Vice Lowden.

At the last moment pressing business engagements rendered it impossible for Mr. W. B. Lowden, the popular manager of Harry Munson's New York plant, to go to Dublin, Ireland, as American ambassador to the convention of British bill posters. On August 2 he wired us, withdrawing in favor of Isaac Monk, who polled the vote next highest on the list. Mr. Monk had only two days' time to whip his affairs into shape to get away, but by a big hustle he managed to do it, and sailed August 6 on the Anchor Line steamship Ancharia.

An Earnest Protest Entered.

State Editorial Association Opposes Illegal Advertising by Street Cars and Manhattan Elevated Railway Company.

At the last meeting of the Editorial Association of the State of New York, the following resolution was adopted:

"Resolved, That the President of this association appoint a committee of five, of which the President and Secretary shall be members, to confer at their earliest convenience with the Governor and with any other constituted authorities that may be deemed necessary regarding the action that can and should be taken to put an end to the illegal and unwarranted use of street and other cars for advertising purposes."

The President appointed as such committee John A. Sleicher, of Leslie's Weekly; Thomas P. Peters, of the Brooklyn Times, and W. J. Cline, of the Amsterdam Democrat.

Our readers will be interested to know what one of the most popular metropolitan journals has to say on the subject. The following is from the editorial page of Frank Leslie's Weekly:

"At the recent gathering of the State Editorial Association of New York, an earnest protest was entered against the further toleration of street-car and elevated-railroad advertising. It is the belief of the editors that the charters of street car lines were granted for public purposes, and that under these charters the surface and elevated lines have no more right to engage in advertising business than they have to engage in the dry goods, the grocery, or any other line of trade, in this connection it is interesting to observe that Attorney General Hancock, of this State, was recently asked to revoke the charter of the Manhattan Elevated Railroad Company, of New York City, because it is engaged in the advertising business, in violation of its charter. This suit was of the utmost importance to the newspapers throughout the country, and it was unfortunate that it was decided, not on its merits, but on a technicality. The diversion of advertising from the legitimate channels of the newspapers and magazines to the street car lines has become a serious matter within recent years, and the newspapers have not taken up the question a moment too soon for their own best interests. Every dollar diverted to street car lines in this way is a dollar taken from the regular advertising publications of the country. It is estimated that during the past year more than \$2,000,000 of legitimate advertising was thus turned away from the daily and weekly newspapers, magazines, and other publications into the coffers of street car lines and their allies, although the charter of the street car companies never contemplated, and, in fact, forbid the pursuit of any other business than that of carrying freight and passengers."

The Neu-rot-ico Medicine Co., of Hornellsville, N. Y., is taking an active part in the campaign against street railway advertising. At Rochester, N. Y., the telephone and telegraph companies have been prohibited from utilizing their poles for advertising purposes, on the ground that they were not chartered for that purpose. But then, neither is a newspaper or magazine, for that matter.

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Answers to Correspondents.

THE SIZE OF A ONE-SHEET, or, as it is usually termed, a whole-sheet, is 28x42, standard. A sheet 42x55 would be termed a two-sheet, and should be charged for accordingly.

H. G. WILSHIRE'S ADDRESS, that is to say, his permanent address, is Los Angeles, Cal. He may be addressed for the next few months, however, in care of Wells-Fargo's Bank, 63 Broadway, New York.

THE SCALE OF PRICES of the Associated Bill Posters is as follows, viz.:

- Cities of 1,000 to 2,000, 4 cents per sheet for four weeks.
- Cities of 2,000 to 5,000, 5 cents per sheet for four weeks.
- Cities of 5,000 to 10,000, 6 cents per sheet for four weeks.
- Cities of 10,000 to 50,000, 7 cents per sheet for four weeks.
- Cities of 50,000 to 100,000, 9 cents per sheet for four weeks.
- Cities of 100,000 to 500,000, 3 cents per sheet per week.
- Cities of 500,000 to 2,000,000, 3 1/2 cents per sheet per week.
- Cities over 2,000,000, 4 cents per sheet per week.

One week's listed service in all cities of 100,000 to 500,000, 4 cents per sheet; in cities of 500,000 or over, 5 cents per sheet.

On all straight three months' contracts, 5 per cent. discount; on all straight six months' contracts, 10 per cent. discount.

All "chance-may-offer" posting to be done at 3 cents to 4 cents per sheet.

All other prices to remain unchanged.

TO GET WORK, no set rule can be given. Get your name and your town before the agents and advertisers, and keep it there. A small ad. in "The Billboard," carried the year round will help you, as will also the ability and will to give good service to a customer after you have secured him.

The Truth.

In advertising, tell the truth. Not the truth, the whole truth, and nothing but the truth, but it is well to remember that successful advertising must be based upon facts, but they must be presented in a different way each time; they must be told brightly, attractively, magnetically. The facts of a business are always there—if the business is—but what is not always there is the ability to serve them in a palatable form. Everything capable of advertising has this basis of good advertising—the facts. All else depends upon the medium and manner in which they are presented to the public. In choosing a medium, avoid complexity, and remember ever that there is none more simple, direct and economical than the four methods advocated by this journal, viz.: Bill posting, sign painting, distributing and exhibiting.

Billposters' Notes.

One fact regarding the circulation of "The Billboard" should be borne in mind by all bill posters who have opposition, viz.: every circus agent and theatrical manager in the United States reads it regularly. They have learned to rely upon the accuracy of our fair list and convention dates, which have proved to be a wonderful source of convenience to them in routing and booking.

It is well to keep your town and name before them. It will pay. Many a theatrical company will do extra billing on your boards under certain circumstances, if given the chance, and that, too, even when the theater is your opposition.

The Donaldson Lithograph Company, of Cincinnati, sells its posters for retailers entirely through bill posters wherever possible. They appoint the local bill poster their sole agent, and pay him a commission on all orders received through his agency.

John T. Williams, of Portland, Ore., knows Oregon and Washington thoroughly. Many advertisers turn all their paper for these two States over to him, and he in turn sends it to the local bill posters, with all of whom he is intimately acquainted.

Harry J. Boswell, No. 195 Main street, Memphis, Tenn., writes advertisements for bill posters and distributors. He also compiles location lists and writes up good effect circulars.

G. H. Otting & Son, the enterprising Newport (Ky.) bill posters, have erected a beautiful board at Third street and Washington avenue. Three car lines pass it.

J. H. Day & Co., of Cincinnati, who make bill posters' paste machines, report business very good.

The Eder & Jenks brush is quite a favorite among a large number of the craft.

The John Chapman Company, of Cincinnati, have an exceptionally fine line of bill boards, and their sign bulletins are by long odds the best located in the Queen City.

Hennegan & Co., the Cincinnati printers, have a large and lucrative trade among bill posters.

There is nothing that improves a bill board like a neat sign over it bearing the owner's name and address. F. E. Marsland, 190 West Broadway, New York, makes them of enameled iron about as cheaply as the ordinary painted wood affairs can be had. It will pay bill posters to write and obtain his prices.

W. E. Franklin wants to buy a good, well-established bill posting plant in a good-sized city. His address is 346 Washburn avenue, Chicago, Ill.

We were misinformed regarding the presence of Mr. C. B. Woodward, of Fort Wayne, Ind., at the International Bill Posting Association's convention at Chicago. He did not attend for the very good and sufficient reason that he was sick in bed at the time. He says, furthermore, that he is not a member of the I. B. P. A.

Subscribe for "The Billboard." One dollar for twelve months.

Mention "The Billboard" in writing to advertisers.

Alex. Harbison's boards are full to overflowing. There was enough paper on hand to cover Ringling Bros.' showing the moment the latter was dead.

All the news all the time; that is "The Billboard's" policy. If you do not want to know what is going on in the realms of bill posting, you had better read some other paper.

Any bill poster or any solicitor, it matters not who it may be, can advertise in "The Billboard" at any time. We indorse and support the Associated Bill Posters. We believe that the association has accomplished much, very much, for the bill posters of America, but we are not going to refuse advertising from unattached bill posters until the members of the A. B. P. do likewise. When they will refuse to post all other tobacco because a few of their boards; when they will refuse to bill independent theatrical companies at the dictation of the theatrical trust, then, and not till then, will we refuse to accept advertising from responsible bill posters.

The firm of Early & Updegrave, known as the Flood City Bill Posting Company, of Johnstown, Pa., has been dissolved, Mr. George H. Early retiring. The business will be continued by George E. Updegrave.

Keep your boards lined up. Do not allow them to topple and twist. Keep them straight and orderly. A block and tackle, a sledge and a good stout stake will enable one man alone to straighten up the most tumb-down board imaginable. After you have pulled it into line with the block and tackle, secure it by double bracing, and you will experience very little trouble thereafter.

Discarded roofing tin is an excellent article to keep on hand. A board faced with tin will hold paper in good condition twice as long as the ordinary board.

Cover knot holes and cracks with tin and tacks. Make a practice of doing a little of this work every day, and you will be surprised to find how soon you will get your boards in condition.

When the cracks and holes in a board are covered with metal, and the board is capped, it takes a long, hard rain and a high wind indeed to pull paper off.

Build all new boards five sheets high. Stands five sheets in length will soon be plentiful.

Do not allow ragged posts to project above your boards. Nothing is more unsightly. Saw them off. Quick! It is the part of wisdom to keep your boards as neat in appearance as you possibly can. Do not give offense to the most fastidious. It pays.

BILL POSTERS

Who are Up-to-Date.

All Use—

The Williams

Typewriter

Is a machine of the highest standard.

Visible writing, simple and easy to learn

—a child can operate it. Address

EDWIN A. HARDIN CO.

No. 519 Walnut Street, CINCINNATI, O.

Compliments are numerous regarding the Sterling Remedy Company.

Do not take "stock" in payment for services rendered. Demand cash. Stock may or may not be worth its face value, but there is no doubt about the value of currency.

J. R. Oldfield, of Fitchburg, Mass., has sold his boards to C. S. Keith.

The Waltham (Mass.) Bill Posting Company is a new organization, of which the Buttrick estate are the proprietors. It proposes to erect a lot of bill boards and boom things generally. It controls all of the Park Theater bill boards. The company has joined the Associated Bill Posters of the United States and Canada.

The Sterling Remedy Company claims that it is unable to settle with a great many bill posters on account of not receiving lists. Members of the A. B. P. must send lists promptly. Attention is directed to the following resolution, adopted at the Buffalo meeting: "Resolved, That the members of this association be requested to furnish a list of locations on all contracts calling for a 'listed and protected' time display, and mail such list to the firm or agent sending out the work within three (3) days after the date of posting. The penalty for failure to comply with the same will be a forfeiture of the amount of the bill."

W. H. Coburn bought T. H. Neeley's boards at Great Falls, Mont., March 9.

Anderson's wife got homesick, insisted on returning to Sandusky, and hence he gave up a good thing. Bernard now controls Savannah outright. Jo Campos is managing the business for him. Bernard writes that there are but three bill posting plants in all Canada that are really creditable. He says: "The ones that I consider worthy of praise for their well-kept plants and systematic methods are at Ottawa, Toronto and London, Ont. At Halifax, N. S., a city of considerable importance, there is virtually no plant at all. St. John, N. B., a city of over 40,000, has miserable service, given by the theater management, which claims to have a first-class plant. The city of Quebec is not much better. Bill posters in Canada need an organization, with the few who are up to date as officers, to teach them the importance of good service and what can be done by hustling. They all say there is so little commercial posting because of the duty on American paper. Their argument is a very poor one. There are several large lithographing and printing houses in Canada, and all that is necessary is hustling solicitors to make commercial posting as popular as in the United States."

Henry Garn has dissolved partnership with Harry C. Taylor at Grand Island, Neb. Garn continues the business.

J. F. O'Meara's new illustrated location list is an admirable compilation. Bill posters in general will find it a good model to pattern after.

Wilshire has the necessary nerve and pluck, and he is level-headed, too.

Wilshire's plan is full of promise.

Wilshire's idea is by no means Utopian. True, it is big, magnificent and daring, but so were the Standard Oil and Sugar Trusts when they were projected, and they are just as big to-day.

The failure of Youdes (Limited) in England should not have any effect on Wilshire's plan. Conditions and backing are entirely different.

There is one strong feature about Wilshire's plan that bill posters will do well to consider well, and that is the very small risk they take. If there is nothing gained, at least there will be nothing lost to the owners. It does promise terrifically big earnings, and, if given half a chance, is almost bound to succeed.

The many advantages and benefits that will wait upon the successful outcome of Wilshire's plans are almost innumerable.

Wilshire commands great capital. His immediate family and all his relatives are very wealthy. He hails from Cincinnati originally.



Ardmore, Ind. Ter.
Editor of "The Billboard":

If you will kindly pardon the effrontery of a denizen of the Wild West, I would like to break in and register a few kicks. I am not a chronic kicker by any means, and as long as I get even a half showing, am willing to take a broad-minded view of matters and be patient. Hope for the best, prepare for the worst, and take what the Good Lord sends.

I am in receipt of an official communication from the Secretary of the International Bill Posting Association of Asses saying the books had been so badly kept that they didn't know who was behind and who not ahead on dues, and agreed to "wipe off the slate" up to a certain date, and asked us all to brace up and be good. Well, I might roast them up a turn or two on lack of business management, but that is not it. I want to "voice the sentiments" of other isolated members in small towns who have helped "pay the fiddler," and still are not in the dance. We have a kick coming at the exceeding regularity with which dues become payable and the extreme rarity with which we were favored with business through the influence of the association. I have been a member almost since its organization, and if I can trace a single dollar's worth of business obtained in any way, directly or indirectly, to my being an associated member of the International Asses I don't know "where it was at." Consequently, I quit. I felt that I was being played for a sucker, and got "sore." If they had "sugared me up" a little occasionally, or I had ever received any letters of inquiry from any of the official solicitors I might have been played a while longer. I didn't, so I quit.

I have one of the best little plants in the Southwest, population considered. I have always taken the best care of all work entrusted to me. I have conscientiously tried to redeem the hard name my little bill posters have. I have in a measure succeeded, as far as Burnitt, Hill Poster, Ardmore, is concerned—but the little business I have built up and the good name I have, is in no way traceable to the membership in the association. There's something the matter. If I pay dues, I expect of course some benefit from the membership; as I have never received any, I grub. Some have told me that I was in the wrong association. Perhaps; but I am afraid of a repetition, and have not made up my mind to jump—out of the frying pan, perhaps, into the fire. If any association readers can show me where I am wrong, would be pleased to hear from them.

Very truly,
W. R. BURNITT.

Chicago, Aug. 20, 1898.

Editor of "The Billboard":

Dear Sir.—Inasmuch as some incredulity has been expressed that Los Angeles, a city of about 100,000, should have posted over 25,000 sheets in June, as stated in one of my "Trust" circulars, I venture to give some details:

L. A. Theatre, 2,974; Orpheum Theatre, 2,125; Burbank Theatre, 1,382; local paper, commercial, 10,115; national paper, commercial, 11,387; total sheets posted, 27,969.

This is in addition to our painted signs, of which we have about 8,000 running feet ten feet high on top of and over our bill boards. Faithfully,
H. G. WILSHIRE.

Mr. Wilshire writes that while he originally contemplated embracing only the thirty-eight principal cities of the United States in his amalgamation, he now intends to take in every city, town and village in the country. He also states that R. C. Campbell, disgusted with the action of the Executive Committee, says he is going to take up the combine, and push it to a finish.

Editor of "The Billboard":
I send you this to see if you are always willing to publish the truth when it enlightens the world.

There are eight towns along this line of railway. They will average about 800 population. I claim this territory as a sign hanger, painter and bill poster and circular distributor.

Large advertisers all over this country and in the habit of sending matter to local dealers in these towns to have it put up, and paying said dealers for so doing.

They might just as well take their gold coin and fire it into the great Father of waters. These local dealers appropriate those nice frames and elegant lithographs to their own private use. I know plenty of such instances. In some cases a rustic kid, irresponsible and grossly ignorant, is started out for a nickel, and fills the bill. Work is reported done.

In large cities, where there are resident bill posters who depend upon that business for a living, and make a desperate effort to excel and get to the front and establish a reputation and a good business, you will find that they are people who may depend upon to send work to.

The same can be said of a resident circular distributor, but when you quit the cities then you must, in order to secure good service, contract direct with the country bill poster, and he is equal to the city man in his field. You may send all the people after him you choose to inspect his work; you will find it O. K. As a representative of Fillmore County, Minnesota, I challenge the world to produce a better medium. Yours truly,
D. GAGEN.

Editor of "The Billboard":

Dear Sir—Having a little time to spare, I thought I would write and let you know how business is in Pontiac. It has been a little dull lately. I received a letter from Dr. W. S. Burkhardt, and I expect a job in a few days from him.

I finished a job for Dr. C. I. Shoop a little while ago. He came up to my price—\$2 per 1,000. It is a distributor's fault if he gets less. It is worth it. We do double the work of the mail carriers, who get about \$50 or \$65 a month, and a good distributor should hold his price, and if the work is done right they will earn it.

I think your paper is all right. I think every distributor should take it, and I will do all I can for the sale of it. Yours truly,
Pontiac, Mich. I. J. BURGESS.

Editor of "The Billboard":

Dear Sir—You may wonder why I have not written before, but now I take pleasure in dropping you these few lines to let you know that I am still a bill poster and that "The Billboard" reaches me always on time, and I hope very soon to belong to the association.

Was sorry that I could not attend the convention at Chicago. I think the official organ is a dandy, and just by being a subscriber to it has benefited me. Now, if the paper has been a benefit to me, I know that the association will and does benefit every member.

I am looking and hustling for a large fall and winter trade, so you may look for a few words from me once in a while to let you know how things are moving along. Yours truly,
W. L. PIERCE.

Lee's Summit, Mo., August 10, 1898.

Editor of "The Billboard":

Dear Sir—Will you kindly inform me as to the standard size of a sheet of posting paper as used by bill posters? Would a sheet 55 inches by 42 inches be considered a two-sheet show? Respectfully,
F. B. CAMPBELL.

Editor's Note.—A one-sheet, single-sheet or whole sheet is 28 by 42 inches. The sheet you mention, 42 by 55, is a two-sheet.

New York, August 2, 1898.

Editor of "The Billboard":

I regret exceedingly to write you that, owing to the present outlook, it will be impossible for me to represent the United States Bill Posters and Distributors at the Dub. In convention.

I assure you that this determination was arrived at after the most careful consideration; and, moreover, I am very much disappointed, which only expresses my feelings in the mildest form.

It is now the season of the year when I am extremely busy, making the lists and the contracts for the theaters for the coming season of 1898-99; and, besides this, I have more applications for space from commercial advertisers for the fall and winter than ever before.

I return herewith your check for the exceedingly liberal amount you allowed me for transportation and expenses, and I sincerely hope the party who represents the bill posters at Dublin will have a pleasant trip.

I trust you will enjoy your prospects of Western trip, and request that you favor me with a call when you visit the East. With best wishes, I am always, yours sincerely,
W. B. LOWDEN.

Philadelphia, August 23, 1898.

Editor of "The Billboard":

In last issue some reference was made to prospective organization among painters.

Although I have painted something like a half million feet during the past few years for the firms whose names grace my letter head, I am not sure that I would be considered properly among the painters; but, if an organization is formed which would have for its purpose the bettering of existing conditions as among contractors in the honoring of leases and locations, requirements of character, sobriety and honesty among employes, use of pure and good materials in all work, and strict adherence to terms of contracts in this respect, and some other little matters in which painters, contractors and solicitors are jointly interested, and in which they should merge their several interests, for the uplifting and perpetuation of the sign system, then I should be pleased to take a hand in the work, and would consider it a matter of distinction to be known as a sign painter. The sole principle involved, and on which the success of this or any other organization depends, when it chief capital and power is in "service rendered," is to take measures which will result in making that service as nearly perfect as unity of honest purpose will permit. If Mr. Wilshire's plan had presented a basis of the "higher service," instead of coercion, it might have worked its way out in some shape, and the same principle will be found to apply all along the line. Respectfully,
PLATO.

Wallace, Idaho, July 26, 1898.

Editor of "The Billboard":

Gentlemen—Your esteemed favor of July 11 to hand some time since, acknowledging receipt of \$1 for one year's subscription to "The Billboard," I was in hopes you would send me the July number, but as I did not have sense enough to include that in my epistle, and as I do not suppose you employ a mind-reader, consequently up to date I have not received it. You ask if you are to understand that I am the bill poster at Wallace, and that you haven't me on your list as such. Well, I am, and if you do not believe it you can ask anybody who knows me. I have been acting in the capacity of bill poster since the 14th of March last, and latterly, thinking it would be a good scheme, I incorporated a firm known as the Coeno D'Alene Advertising Company, including Gardner, Mullan, Wallace, Manchester, Gem, Black Bear, Mace and Burke.

Now, I presume if you read the almanacs, you are thoroughly conversant with the fact that the above towns are mining camps, employing about 5,000 men, and whether I will make a success of the business remains to be told. My ideas in regard to the subject may be nothing more substantial than a pipe dream, but, at any rate, I will stay with it for a couple of years anyway, as that is about the amount of time I would have wasted on a trip to the Klondike.

You ask for news items of interest for your readers, but as I am a beginner, and have all to learn and nothing to teach, consequently could be of no assistance to you whatever. I have received several batches of paper, which I think I have given proper attention, and hope in the near future to receive more. I would have answered your letter sooner, but I was very busy building boards, consequently waited until I had time. I hope that I will do well, as I intend to give this line of business my strict attention, and also hope that "The Billboard" will assist me in learning and improving therein. I think I will

close. Hoping to hear more from you, and assuring you that later I will give you an ad. for "The Billboard," I remain,
Yours as long as the paste is good,
ED. R. CARLTON.

Licensed City Bill Poster, Wallace, Idaho.

(Editor's note.—Wallace seems to have a corner on breezy and brainy bill posters. By the way, Carlton, what became of Campbell?)

San Francisco, Aug. 16, 1898.

Editor of "The Billboard":

We are pleased to be able to report that although we have not had much Eastern work to put out recently, business with us is good. Exceptionally so in the distributing and painted sign departments. During last month we put out among other work, 50,000 booklets for Swift's Specific Company, two large cases of Mellins' Food samples, 9,000 catalogues of our list of best residences in San Francisco, for Goldberg, Bowen & Co.; 7,000 addressed for Actna Springs, and 12,000 in Oakland, Alameda and Berkeley for Warner's Safe Case; 67,000 for Great American Importing Tea Company; 20,000 circulars for the San Francisco & North Pacific Railway; 900 samples to doctors for Hage's Cod Liver Oil; 5,000 addressed for Prof. L. S. Dodge; 25,000 pieces for Blackwell's Durham Tobacco, to the soldiers and sailors of Camps Merritt and Barret, the Presidio and Mare Island Navy Yard—in addition to the regular work of the California Jockey Club, Foxhall Market, Paine's Celery Compound, Dr. Williams' Pink Pills.

Among recent orders executed, or in process of execution, in the painted sign department are included 2,500 running feet, ten feet high, for Capadura Cigars; these cigars are also advertised in the street cars, and we have on the boards this month 200 sixteen-sheet stands. Their advertising has been very successful. In spite of the fact that the price to retailers is a little more than other brands of five-cent cigars, the sales are reported to have been very large, indeed.

We have also put out 1,000 running feet for La Belle Creole Cigar, 200 feet for Grand Master Cigar, 750 running feet Arabian Nights Cigar, 400 feet for Tesla Coal Co., 1,400 running feet for Ghirardelli Cocoa. The Ghirardelli Company is a persistent and heavy advertiser, and about controls the Pacific Coast market for chocolate and cocoa.

We are also painting 1,430 feet for the Centemerl Gloves. These people began to do outdoor advertising in a small way about a year ago, using a few posters and painted signs and one or two lines of street cars. They reported a tremendous increase in their sales for the past year, amounting to something over 100 per cent. They have just signed with us a large contract for sign and street car advertising. The sign bears a picture of a pair of lady's gloved hands, and are simply lettered in white on a black ground. They are very striking.

It has been said by a great many of our visitors from the East that San Francisco is a large lumber yard. This because of the 50,000 odd of running feet of bill boards with signs on the upper tiers. Notwithstanding this, we are still putting up new fences. Among others just erected is one of fifty-five feet frontage on Market street, within two blocks of the ferries, and one of eighty-five feet frontage on the corner of Third and Stevenson streets, just back of the new Claus Spreckles Building. These are temporary fences, in front of buildings in course of construction, but are both down town. Besides these, we have also erected permanent fences on the following locations:

Corner of Page and Devisadero, 225 feet; street cars are operated on both streets and the two lines transfer at the corner.

O'Farrell and Devisadero streets, 70 feet; south-bound O'Farrell street cars turn into Devisadero street at this corner.

Kentucky and Eighteenth streets, 190 feet; this board is almost directly opposite the corner where the Sixteenth and Fillmore street cars transfer to the Kentucky street line, and is within a short distance of the Union Iron Works, where from 2,000 to 3,000 men are continually employed building cruisers and battle ships like the famous Oregon.

Howard and Eighth streets, 450 feet; the Howard street cars are operated on one side and on Eighth street is being built an electric street railway. This location is within two blocks of the down-town baseball grounds on one side, and the new City Hall on the other.

Fourteenth and Mission streets, 400 feet; this board surrounds the lot on which is being built the new S. P. R. R. hospital. The Mission street cars and the San Mateo electric line pass on the respective sides, and transfer at this corner.

T. V. Maxwell, whom you mentioned in last month's number as having been arrested for erecting a fence over a fire wall of a one-story building, was convicted in the Police Court. The Judge imposed a nominal fine and the case was appealed to the Superior Court, where it is still pending. Should it be decided in favor of Mr. Maxwell, who had a permit from the Board of Supervisors, we will continue the painting on the fence. It is on Market street, running back to City Hall Avenue, upon which fronts the new City Hall. It is needless to say it will form a very attractive feature of the neighborhood when the various signs are all completed.

Besides the 200 sixteen-sheet Capadura noted above, we have on our boards 1,500 sheets for various cigars for Seidenberg & Co.; 1,000 sheets for the S. F. & N. P. R. R.; 1,500 sheets for the Great American Tea Co.; 250 eight-sheets for General Arthur Cigars; 30 twenty-eight-sheets Battle of Manila; 20 twenty-four sheets painted stands for Armour's Pork and Beans; 150 eight-sheets, Lillian Russell; also 500 two-sheets, Lillian Russell; 50 eight-sheets, Mastiff; 100 eight-sheets Arabian Roast Coffee; 75 twelve-sheets for J. Noonan; 75 four-sheets wall paper for G. W. Clark Co.; 100 eight-sheets Van Vroom Dental Parlors; 75 eight-sheets J. T. Sullivan shoe posters; 70 twenty-four-sheets for Rambler Bicycles; 65 twenty-four-sheets Aetna Springs.

We have done a very good business this season in painted stand work, a sample of which we showed you at the recent session

of the Associated Bill Posters' Association at Buffalo. Many of the large society picnics favor this class of work, as do a number of local advertisers, who like to have posters of a different design each month. We really believe our facilities for doing this class of work are greater than that of any other concern in the United States. This sounds big, we know, but we have devoted to this work most of the upper story of the Yosemite Panorama Building. This floor gives us a clear space close on to 13,000 square feet. Upon it we have erected eight galleries eighty feet long, so we have room to handle at one time 60 twenty-four-sheet stands. The painters work off trolley cars. The walls of the room are thirty feet high at the sides, and from the side wall springs an immense truss roof, in which are set large skylights, all the way around. So you see we have plenty of room, plenty of light and fresh air.

In other parts of the building are located our carpenter shop, bill room, which contains the paste machine and engine; also the paste tank, holding 1,000 gallons; stock room, stable; a department set apart for the use of the street car advertising service; distributing room; general offices and the private offices of the members of the firm. This building is located at the corner of Market and Tenth streets, and runs back to Stevenson street. Yours truly,
OWENS & VARNEY,
Per J. H. SIMPSON.

Niles, Mich., August 15, 1898.

Editor of "The Billboard":

As I have never sent you any report of what I was doing in the bill posting line, I thought I would write you what I was engaged on at present. I distributed a good quantity of samples and other advertising matter last month, and business has been pretty fair.

I received seven twenty-sheets from R. C. Campbell, of Chicago, for the Chicago Record, which makes the third lot I have had from them. I have also done a good deal for the Chicago Times-Herald.

Have posted 50 one-sheets for the United States Accident Association, 50 one-sheets for the Michigan Mercantile Collecting Agency, 50 one-sheets for K. O. T. M. Picnic, 53 one-sheets and 500 quarter-sheets for Michigan Central Railroad, 50 one-sheets and 503 quarter-sheets for the great Niagara Falls excursion to be given August 4.

We have had Mat Wikom's Dog and Pony Show, Sipe and Blake's Dog and Pony Show, J. H. LaPearl's Circus and the advertising car for Pawnee Bill's Wild West Show is in the city. The LaPearl Show posted about 1,000 sheets in the city and three county routes; gave a good parade and good entertainment.

I distributed 2,500 books for the Boston Medical Institute, of Chicago, in Niles, Buchanan, Berrien Springs and Eau Claire. We have made 50 new one-sheet boards for the opera house.

With best wishes, I am, very truly yours,
W. H. SERVISS.

Wichita, Kan., August 18, 1898.

The Editor of "The Billboard":

I have been looking through the files of your paper, and find an editorial in the April (1897) issue, which partly covers the question, which is this: Can there any decision of a high court that can be made to cover the question of license? We own all the boards in this town, and pay rent for the ground on which they are. The city now comes and says we must pay \$50 a year for the privilege of using our own property. Any outsider, or any one in fact, can come and put up all the posters they wish for themselves and not pay a cent. If we put them up we must pay \$50. We have refused to pay the license, and I am now under several hundred dollars bond to appear at the next term of the district court. They arrest me every time I send the men out to post. It is inconvenient an monotonous. We intend to test the case in the highest court, and I wish to get all the information I can on the point. I believe that it will not stand on account of being excessive. Again, the statute says the city may license any or all trades and occupations, carried on in its limits. I cannot see the justice of this. Why one should be singled out and others not, I find the greatest variance in the amount of license—from \$1 to \$300. I sent out 15 postal cards. Got over 100 answers, but have not found what I want yet, so appeal to you. There is no general license for all business, but a few are taxed, among them "Bill" posting, \$25 for six months." Yours truly,
E. L. MARTLING.

Editor's Note.—There is no decision of a high court on record. Municipalities have power to levy occupation taxes, and a bill poster's license comes under that head. It is a very difficult matter to determine what constitutes "excessive," as most bill posters in the past have regarded licenses as protective, and have rather preferred a pretty stiff figure. The best remedy will be found in an appeal to the municipal legislative body. A statement of fact presented by some one of influence should effect a remedy.

Beatrice, Neb., August 18, 1898.

Editor of "The Billboard":

I noticed in your valuable paper last month that Mr. Littleton, from a little town, had been quite severe on me. I shall not take offense at the matter; only consider who sent it.

We are doing a rushing business in Nebraska. We have 10 eight-sheets posted for Mennen's Baby Powder, 10 eight-sheets for Beeman's Pepsin Gum, 15 eight-sheet posters and 100 one-sheets for the Liggett & Meyers Tobacco Company, 100 one-sheets for Rosenthal's Bill Dugan's Cigars, 15 eight-sheet posters for Excelsior Spring Water, 100 one-sheets for Freeman's Reliable Hat, 250 signs tacked for Battle's Ax Tobacco, 10 signs tacked for Parrot's Cigars, 3,000 bills distributed for the Cudahy Packing Company, of Omaha.

I also have contracts for distributing Lydia E. Pinkham's books in September and Dr. Miles' Medical Company pamphlets, besides samples for Dr. Burkhardt.

This work has been done so far since the first of August. Yours truly,
THE J. H. MARTIN COMPANY.

Letters to the Editor

Covington, Tenn., August 17, 1898.
Editor of "The Billboard":

Since my last writing I have done the following work: Tacked signs for the Christian Piper Tobacco Company, St. Louis, Mo.; Pyles' Pearline; Ballard-Snow Lintiment Company, St. Louis, Mo.; Little's Liquid Sulphur Company, St. Louis, Mo.; American Tobacco Company (Old Virginia cheroots, Battle Ax and Duke's Mixture), I have posted 100 one-sheets for Hamlin's Wizard Oil, 65 sheets for Little's Liquid Sulphur Company, and 200 sheets for supply company.

I have distributed 2,000 pieces for local dealers, 4,000 pieces for Simmons' Medical Company, St. Louis, for local druggists; 5,000 pieces for Hamlin's Wizard Oil Company, 1,000 pieces for Ballard's Snow Lintiment Company, 500 books for Little's Liquid Sulphur Company.

Mr. E. E. Sutherland, President of the Sutherland Medical Company of Paducah, Ky., wrote me: "We are in receipt of your favor of the 12th, and as we have your name constantly before us in the list of members of the I. A. of D., we write to assure you that when we have any business to send out in your line, for the territory you cover, we will send it direct to you."

When such a large concern as the Sutherland Medical Company has the I. A. of D. members to do its work, it looks like we are O. K., and I think the balance of large advertisers will soon follow the same was as the Sutherland Medical Company.

Wishing "The Billboard" and I. A. of D. members success, I am, very truly,
HOWARD N. HOLSHOUSER.

Pueblo, Col., August 18, 1898.
Editor of "The Billboard":

I would like to ask the members of the I. A. of D., through your paper, if they think it right to suspend a member without one word in his defense.

Your last issue stated that I was dropped for nonpayment of dues. I wish to state that my dues were paid up to July 1.

I wrote Mr. Steinbrenner in regard to the same, but before he had received my communication I was notified that Mr. Curran had presented the bill of sale of the Pueblo Bill Posting Company (in which I was interested) in the convention, and I was dropped on that account.

I wish to state that the parties that I was interested with (Mr. Johnson and Mr. Brayton) did not sell to Curran the distributing business. I carried on this distributing business before going into partnership with them. I paid for membership in the association with my own money.

I also wish to state that I notified Mr. Steinbrenner when the boards were sold, and informed him that I would continue the distributing business.

I would like to hear from some of the members on this subject. I have proof of all I have said. Yours respectfully,
JESSE MITCHELL.

Melbourne, Victoria, July 14, 1898.
Editor of "The Billboard":

It was with pleasure I received your very welcome letter of May 24, addressed to Sydney and forwarded to me here.

I do not think I shall make as many cities in Australia, Tasmania and New Zealand as I had expected, as I shall not have time. I am thinking of going back on the next steamer, which sails August 1. I shall decide in the next few days.

I did not allow myself half time enough to cover Australia properly. Everything but time moves slowly in Australia. Merchants want a week or so to think over any proposition.

I would give you my future address, but I am not sure at this writing which way I shall go from here. Very respectfully,
JOHN MOORE.

Brownsville, Tex., August 18, 1898.
Editor of "The Billboard":

Gentlemen—We hope this will reach you in time for publication in your special number. We have done distributing since April for the Dr. Miles Medical Company, the Dr. Kilmer Medical Company and the Wells-Richardson Company, and have made contracts for fall work with Dr. Burkhart, Lydia E. Pinkham Medical Company, Hamlin's Wizard Oil Company and Chattanooga Medical Company, and hope to have work from Syrup of Figs. Also are waiting for the Sterling Remedy Company—both distribution and bill posting. Have built up a line of bill boards from a one-sheet to a twenty-sheet poster in the principal streets and locations, such as parks, ferries, wharves, at Brownsville and Pt. Isabel.

Sincerely yours,
VALLE & BROS. ADVERTISING CO.

Dayton, O., August 12, 1898.
Editor of "The Billboard":

I beg leave to submit to you for publication the following:

I have just completed my sixth distribution for the Dr. Chase Company, and have contracts with the Dr. David Kennedy Corporation, Kondon Manufacturing Company, Lydia E. Pinkham Company, Dr. Burkhart, Chattanooga Medical Company, and prospects good with other firms for fall and winter work. I would also state for the benefit of distributors who are thinking of joining the I. A. of D. to come in at once, as I would not part with my membership for twenty times the cost. Wishing you and your publication success, I am, very truly yours,
JAMES B. MCCONNON.

Butte, Mont.

Editor of "The Billboard":

Here is another important case of interest to bill posters:

W. E. Kendrick, of Butte, Mont., sold out his interest in the bill posting business to his partner, C. A. Harnois. He agreed not to post or distribute any bills, tack any signs, or paint any bulletin boards in Butte or in the county, either by himself or in a company or corporation, or to encourage any one else to go into the business, for a period of twenty years.

Before the ink was dry on the document of agreement he said he intended to return to the business, and succeeded in getting his wife, John McGuire and another party to open up a shop. Kendrick flew high, and boldly announced himself a manager, even going so far as to build a big board 4.0 feet long, on which he painted several advertisements. Then he tried to palm it off as a sign board. He went still further, and succeeded in landing a small job of posting.

C. A. Harnois had injunction proceedings brought against him, and proved to the satisfaction of the court that Mr. Kendrick's actions should be stopped, which was done.

Now, Mr. Kendrick is studying law, to see what other dirty work he can spring up. As a witness he went so far as to tell the Judge that other people might call a big sign like he had painted a bulletin board, but that he called it a sign. Since the trial he's been good.

Please define the term "bulletin board" as it is used in bill and bulletin board advertising.

MONTANA BILL POSTING AND AD-SIGN SERVICE

Editor's Note.—A bulletin board is a board conspicuously placed, upon which advertisements are painted. It is owned by an advertising company, and space on it is rented to advertisers. If the advertiser owns the boards it is a sign.

Omaha, Neb., August 18, 1898.
The Editor of "The Billboard":

In reply to yours of the 15th inst., will say that it was by accident that we sent for "The Billboard" to get the list of fairs, as we had quite a surplus of animals here, and are putting out a show to-day to go to the Western fairs, hence I send you program. In reply will say that the Trans-Mississippi Exposition is a success which goes without saying. Our July business went ahead of June, and so far August has doubled in receipts, and is second only to the World's Fair. The only trouble was they did not advertise it enough, and neither did they have cheap rail fares soon enough, but the war is over and crops are good, and the farmers are getting good prices, all of which will make it a success from now on. W. W. Cole and wife and Louis E. Cook are here. The former and his wife seem to be taking in the exposition thoroughly. The latter is here in the interests of the Buffalo Bill Show, which is here August 30 and 31. I am doing a little business here for the Barnum & Bailey Show.

Just received a cablegram from Mr. Bailey this morning of one hundred words, which cost him the small sum of \$34. He wants all the features, and everything that is new in America to astonish all Europe with for 1899, and, as usual, he is in a hurry, as ever. If nothing happens to prevent, I think I will take a trip abroad this winter.

Hope you will make up your mind to pay a visit to the exposition, and should you do so, I will try and see that you visit all the shows on the Midway.

With kind regards and best wishes, I am, yours very truly,
E. D. COLVIN.

Advertisers' Exposition.

An exposition is necessarily an advertising exposition, but an "advertising exposition" is not necessarily an exposition. At least, one now organizing in England, and which will open in London April 15 next, is a "somewhat different kind." To be exact, it is absolutely unique in the way of expositions. It will be nothing more nor less than an exhibition of advertising media.

Mr. S. H. Benson, the London advertising agent, outlines the scope of exhibits as follows, viz.:

1.—BILL POSTING.

Lithographed posters, zinc posters, aluminum posters, wood-cut posters, wood-type posters, and classified particulars of service, boarding stations, etc.

2.—SIGNS.

Painted signs and bulletins, embossed signs, carved signs, hand-painted show cards, transparencies, muslin banners and sandwich-men.

3.—HAND-BILLS.

Circulars, samples, almanacs, booklets, pamphlets, leaflets and tabulated and classified particulars of distributing them to selected addresses or from house to house.

4.—BOOK AND NEWSPAPER ILLUSTRATION.

Wood engraving, electros, stereotypes, process blocks, color printing.

5.—NEWSPAPER ADVERTISING.

There will be an exhibition of British, Colonial and foreign newspapers, arranged in sections geographically; also of tabulated statements prepared with a view to facilitate the selection by advertisers of the classes of papers and periodicals most suited to their needs, and to show them at a glance the approximate expenditure that would be required to cover stated areas in town and provincial papers of various classes.

6.—DESIGNS FOR SALE.

Designs for posters, designs for newspaper advertisements, (exhibited by the artists.)

7.—COMPETITIONS.

For the best current advertisement in each class; for the best suggested ditto.

8.—MISCELLANEOUS.

(a) Chromolithography and letterpress printing, show cards, pamphlets and leaflets, colotype work, colored photographs; (b) enameled iron plates, tin plates, zinc tablets; (c) electrical signs, cinematographs, biographs; (d) opal tablets, fancy glass and xylonite tablets, enameled, metal, celluloid and other letters; (e) railway station advertising, omnibus and tram advertising, provincial carriers' van advertising; (f) automatic advertising machines, revolving advertisers, advertising clocks, puzzles and novelties of all descriptions, window dressing novelties and displays; (g) personal house-to-house canvassing and other street advertising appliances; (h) exhibition stalls and show-cases.

"The Billboard" has written for further particulars of the exposition, which we will present in our October issue. We think they might be profitably introduced in America, especially if held at New York or Cincinnati.

Distributors' Notes.

It will pay any distributor in any town of 1,000 inhabitants and over to belong to The International Association of Distributors.

Dr. W. S. Burkhart of Cincinnati deserves the thanks of all distributors for his unremitting efforts to defeat the tax on free samples. It was due to Dr. Burkhart's efforts solely that the rule exempting them was issued.

Distributors who desire portrait cuts of themselves for use on letter heads are invited to write the American Process Engraving Co., Butler Building, Cincinnati.

The election of O. P. Fairchild, of Covington, Ky., to the Treasuryship of the I. A. of D. gives universal satisfaction.

J. T. Hudson, I. A. of D. member at Pittsburgh, has gone to England. He was called hence by the serious illness of his father, who is not expected to live.

Geo. W. Vansyckle, greatly improved in health by his trip on the lakes, is now sojourning with relatives at Scranton, Pa.

H. T. Hayes, representing the Dr. Chase Co., of Philadelphia, Pa., was a "Billboard" caller Aug. 2. Mr. Hayes will shortly gladden the hearts of the Pacific Coast distributors. He will arrive at San Francisco with a carload of advertising matter early in October.

Distributors generally should bear in mind that it is useless for them to apply for membership in the I. A. of D. unless they exercise personal supervision over the town whose franchise they seek. This means that you must actually live in the said town, or at least maintain an office there, which you visit daily.

Every large advertiser in the country reads "The Billboard" regularly every month. We know, too, that they read it thoroughly, ads. and all. For this reason, every distributor should keep a small ad. in every issue, giving his name and address. It will pay.

We frequently have inquiries from distributors for a list of firms who advertise by house-to-house distribution. There are numerous lists published, but they are mostly catch-penny affairs, and very unreliable at that.

The only one that we can unreservedly recommend is the one compiled by W. H. Steinbrenner. It is comprehensive, accurate and complete.

Unfortunately, however, it is not for sale. It is given free to members of the I. A. of D., and is designed exclusively for their use. Unattached distributors can not procure it. If, however, they will take the trouble to watch the tips in "The Billboard" and copy them into a memorandum book each month, they will soon have a very acceptable list of their own making. Such a list is worth many times the cost and trouble it takes to compile.

The following firms are sending out matter for house-to-house distribution this month, viz.:

Kessler & Kessler, Clayton, Mich.
Chattanooga Med. Co., Chattanooga, Tenn.
Kondon Manufacturing Co., Minneapolis, Minn.

Dr. W. S. Burkhart, Cincinnati, O.
Sterling Remedy Co., Indiana Mineral Springs, Ind.

Dr. Chase Co., Philadelphia, Pa.
Dr. Miles' Med. Co., Elkhart, Ind.
E. E. Sutherland, Paducah, Ky.
Wells-Richardson Co., Burlington, Vt.
Van Camp Packing Co., Indianapolis, Ind.
Paris Medicine Co., St. Louis, Mo.
A. C. Meyer & Co., Baltimore, Md.
The Bon Aime Co., 100 Williams street, New York.

F. T. Hopkins, 37 Great Jones street, New York.

Columbia Med. Co., 1224 F. street, Washington, D. C.

Hop Plaster Co., 345A Washington street, Boston.

Facial Balm Co., Sioux Falls, S. Dak.

American Remedy Co., Arcade Building, Cleveland, O.

French Drug Co., 381 Pearl street, New York.

Co-operative Med. Co., Huntington, W. Va.

Thos. H. Tarbox, 44 Hoskins street, Providence, R. I.

The Standard Chemical Co., 1616 Cherry street, Philadelphia, Pa.

Subscribe for "The Billboard." One year—one dollar. You get it quicker and more regularly.

Mention "The Billboard" in writing to advertisers.

W. H. Steinbrenner, Secretary of The International Association of Distributors, visited his mother at Fort Wayne, Ind., after the Chicago convention.

We receive daily inquiries from young men who contemplate embarking in the business of house-to-house distributing. As a rule, they wish to know how to make a success of the business. We have answered these inquiries by mail up to this time, but the correspondence is becoming burdensome. For the benefit of those who desire information on this point, we always, on general principles, advise the new man not to start. Especially, too, we advise it, if there is already a man in the field in which the proposed start is to be made.

Nothing seems so easy to do, but in fact few things are more difficult to accomplish. A paying business as a distributor takes years to build up and establish. You must be patient, plodding and honest. You must make every piece count, every time. No rule can be formulated, and there is no special system which invariably leads to success.

We can not, nor can anyone else, impart any rule or any set of rules that will insure a successful outcome.

We believe that nothing but adaptability for and long experience in the business ever wins.

Numerous complaints about the Sterling Remedy Company have been received at this office.

Frank VanCamp, the advertising manager of the VanCamp Packing Company, says: "The sending and giving away of samples is, without a doubt, the best method of advertising we have found, and beats everything else combined. There's no getting around the fact," he continued, "that when people get to taste a thing, they get an idea of it which no ad. on earth could ever impart to them."

Dr. Burkhart, of Cincinnati, has written J. A. Clough, of Chicago, one of the strongest letters of indorsement it has ever been our pleasure to read. We regret we have not space to reproduce it, but we can testify that Clough's service is all right. So is Clough.

John H. Owen, of Detroit, writes that things are coming his way. Dr. Pierce, of Buffalo, is going to use I. A. of D. members hereafter, says Owen.

MOSES WOLF

Dies From Injuries Received August 9th—
He Was the Well-Known Billposter of Dayton, Ohio.

(Special Correspondence.)
Moses Wolf, the well-known bill poster, who was struck by a train August 9, at the Fifth street crossing, died at an early hour on the 17th, at his late home, No. 124 South Jefferson street, Dayton, O.

He was taken to the Deaconess Hospital, where every measure known in surgical science was resorted to in hopes of saving his life, but to no avail. Several of the leading physicians of Dayton were called into consultation on the 15th, and after carefully diagnosing his case, determined to perform an operation to relieve the occlusion of the bowels. This operation is the most delicate known in surgery.

On the night of the 16th Dr. Biffenger, Weaver and Reeves, Jr., performed this work, but the patient was too weak, and succumbed to the inevitable.

The deceased was in his fifty-second year, unmarried, and had been engaged in the bill posting business in Dayton, O., for the past thirty-five years.

Funeral services were held Friday, August 19, and interment was made in Riverview Cemetery. The burial was private.

Editor's Note.—William Wolf owned the boards at Dayton, O., and the death of Moses, who was simply employed by his brother, will not affect the business. There will be no change whatever.

Not Necessarily.

Printers' Ink for Aug. 10 prints the following:

THE BILLBOARD.

Berlin, N. H., July 19, 1898.

Editor of Printers' Ink:

I am about to open advertising and distributing agency for Coos Co. with head office here. I have looked over several copies of Printers' Ink and can not find the names of any advertising and distributing agencies. Could you furnish the names of a few of those companies?

DEAN S. PAINE.

An "advertising and distributing agency" is a concern that posts bills and distributes samples and circulars. A number of these advertise in "The Billboard," published at Cincinnati, O.—Ed. P. I.

The Editor of Printers' Ink is in error. An "advertising and distributing agency" is a concern that makes a business of distributing samples, circulars, etc., from house to house and tacks up tin signs.

Bill posting is handled by bill posters exclusively. Some bill posters also distribute and tack signs, but many do not.

VALUABLE.

No Billposting Plants for Sale.

W. E. Franklin, the well-known showman, has been trying to purchase a bill posting plant for the past three months. He has written here, there and everywhere. He has offered the most liberal prices, and agreed to pay spot cash, but all to no purpose. No one wants to sell. This is proof conclusive that bill posting is a profitable and pleasant calling.

Posters in Cuba.

The New York Journal, with commendable enterprise, but unfortunate choice of language, inaugurated a poster assault on the dead-walls of Santiago de Cuba the day after it capitulated.

The old city and outlying districts were thickly plastered with posters advertising the Journal. General Shafter immediately ordered them covered, and covered you may be sure they were in short order. General Shafter objected to the inflammatory headline.

"REMEMBER THE MAINE," which was featured on each poster, and feared that it might incite violence. It was the language, and not the posters, that was objectionable.



A. J. LOVEJOY,
Superintendent Cattle, Illinois State Fair.

ADVERTISING MEN

Read the Advertisements.

Branch Out for Themselves After Many Years of Experience.

Mr. William C. Van Loon and Mr. Charles L. Doughty, who had been identified with the Parvin & Doughty Advertising Agency, Cincinnati, for many years, severed their connection with that concern Aug. 13. Both were stockholders in the company. Mr. Van Loon had been the Secretary for about fifteen years and Mr. Doughty had served as Treasurer of the company for fully seventeen years. Both are among the best-known and most successful newspaper advertising men in the country. Mr. Van Loon has secured an office in the Oriol Building, on Vine street, above Fourth street, and will continue in the newspaper advertising business on his own hook. Mr. Van Loon is a very pleasant gentleman, as well as an expert in that business, and, having a host of friends among merchants and manufacturers, is bound to succeed. Mr. Doughty will retire from active business for a time and take a much-needed rest, after many years of continuous hard work.

The Trust.

Many of the leading billposters of the country are deeply interested in Wilshire's scheme. He has received assents from Chicago, Albany, St. Louis, Minneapolis, St. Paul, Jersey City, Lexington, Louisville, Richmond, etc., etc.

The American Adv. Billposting Co. of Chicago writes: "Think you are going about the thing in the right way. Enclosed please find assent signed. Let us hear from you fully."

L. H. Ramsey writes: "I have for several years thought that a consolidation of the large cities upon an equitable basis would be a good thing."

Falls City Billposting Co.: "We would be willing to entertain favorably your proposition."

M. Breslauer says: "I have signed on condition of half stock and half cash, and I to manage."

J. Ballard Carroll: "You can count on Albany, Kenosha, Watervliet, Troy, Cohoes."

J. F. O'Meara: "Your prospectus to hand; plan seems feasible, and undoubtedly would be a big thing if accomplished. You have a good idea of the matter, and if it could be worked out would certainly be a success."

St. Louis Bill Posting Co.: "We have your letters, etc., relative to the consolidation of the bill posting business. Our stockholders have the same under consideration, and would probably think favorably of it if enough of them would go into it to assure a success."

W. S. Burton & Co., of Richmond, Va.: "Dear Sir—We have looked over your proposition, and are of the opinion that it can be made a success, and we are willing to lend ourselves to the cause to bring it to the success which it merits. While of course we have no opposition at present and no outlook of any, we do not think we own the best plant in the world, and would be willing to take a fair price for it as a cash sale or part cash and part stock, or all stock, everything being satisfactory to us; that is, we would expect to be in the current of the tide at all times with any or all the rest of the stockholders."

L. N. Scott, of St. Paul: "Yours of the 28th ult. at hand, and I note that you are the initiator of the scheme for consolidating the bill posting plants in the large cities of this country. As soon as you can demonstrate to me that there is any possibility of the scheme being consummated, I will be willing to put my plant in, as I wrote you before, on a basis of half cash and half stock, providing we can agree upon a satisfactory price for my plant. I do not care to furnish any of the details requested in your circular until it looks as though there was a sure thing of doing business."

The subscriber who fails to read and carefully examine the advertisements in his trade journal frequently misses the valuable information contained in it, and thus sometimes loses opportunities of the highest importance to him as a business man, says the Keystone. The advertisements are, in fact, communications on business subjects addressed directly to each reader of the journal, and a careful business man would as soon think of neglecting his morning's mail as of skipping the advertisements in his trade paper. It is in the advertisements that he must seek all that is new, useful and profitable in his line of trade. He must not stop at that however. When he finds an announcement that interests him he should follow it up by acting upon it by corresponding with the advertiser and learning all there is to learn about it.

SHE PAINTS ROCKS.

Young Woman Finds Employment in Painting Display Advertisements.

There is in Ohio a young woman who has made a grand success in advertising. She works out of doors and paints advertisements on the sides of barns, on roofs, and on sign boards. She is not afraid of a scaffold or a ladder, and will scale a rope ladder up a mountain side and work there with her brush and her paint for hours at a time if her contract calls for it.

She is perfectly fearless, and enjoys her work. She went to Cleveland for a tobacco company, and with her pencil, rule, brushes and paint she assumed control of the side of a brick building and began her work. During the day hundreds of people stopped and discussed her and her occupation. She didn't pay the slightest attention to the lookers-on, but continued her work in the most business-like fashion until 5:30, when she surveyed the result of her labors in the most calm and dispassionate way, and made ready to return to her hotel.

Her working costume consists of a serviceable skirt, a jumper of blue cloth and a cap which she manages to pull well down over her face in order to keep off sunburn. She wears mittens to protect her hands, which are said to be very pretty. She began her out-of-door advertising work about four years ago, and she has traveled over a great deal of the Western country in company with her uncle, who is in the same business, and who was her instructor.

Those who know her say that she is an educated woman, with refined taste. She enjoys her work, for it gives her an opportunity to travel, allows her to keep a good deal by herself instead of mixing with companions, who might not be congenial, and yet whom she would be forced to be pleasant and courteous to, and, above all, it pays her well. So who shall blame her for doing the best she can? She certainly does not fear competition from many other women.—Boston Herald.

Addenda to Fairs.

BROWNVILLE, TENN.—Haywood County Fair, Oct. 27 to 29. J. R. Head, pres.; J. Felser, gen'l. treas.; W. Halliburton, sec.; W. R. Holbrook, mgr. adv.
WINCHESTER, IND.—Randolph County Fair, Sept. 19 to 21. O. H. Burnhill, sec.
PIERSON, IND.—Vigo County Fair, Sept. 26 to Oct. 1. B. T. Beard, sec.
TAPPAHANNOCK, IND.—Sept. 7 to 9. B. B. Brockenbough, pres.; C. B. Newbill, sec.; Centre Cross, Va.
BELLVILLE, MO.—Street Fair, Sept. 28 to 30
DUBLIN, GA.—Laurens, Johnson and Wilkin-son Counties Fair (colored). September.

Bill Posting and Circus Paste Brush.

The Extra Mikado Brush is the best made; constructed of ALL Pure Black China Bristles imported by us for the purpose, and especially prepared under a formula known only to ourselves.

We guarantee that our CHINA BRISTLES are more elastic and more durable than any other; consequently our MIKADO Brush will wear longer AND DO BETTER WORK than any other brush made. ALL OUR MIKADOS ARE GUARANTEED. They are copper wired, with heavy metal edge protectors and are great paste holders. Used by Barnum, Forepaugh and other leading shows, and highly recommended by Mr. R. C. Campbell, Chicago. Send the price and get a sample.

All 9 Inches Wide.

No. 10, 4-0	5 3/8 in. long.	\$28.00 per doz.	\$2.50 each.
No. 10, 6-0	5 7/8 in. long, heavy.	\$32.50 per doz.	\$3.25 each.
No. 10, 7-0	5 7/8 in. long, ex. heavy.	\$34.00 per doz.	\$3.50 each.
No. 10, 9-0	5 7/8 in. long, ex. ex. heavy.	\$42.00 per doz.	\$4.00 each.

RENNOUS, KLEINLE & CO., Sole Manufacturers, Baltimore, Md

The Bill Poster

The English counterpart of THE BILLBOARD. Subscription 50 cents per year, post free, may be sent to 127 East Eighth St., Cincinnati, O

BILLPOSTERS and DISTRIBUTORS

W. H. DONALDSON,

HENNEGAN'S DATE BOOK.

The neatest and best ever issued.

PRICE - - 20 CENTS.
Hennegan & Co. 719-721 Sycamore St. CINCINNATI, O.

By appointment OFFICIAL SOLICITOR to THE ASSOCIATED BILLPOSTERS, is prepared to undertake the placing of posters in any city, town or village in North America. CONSULTATION FREE.

OSWEGO, N. Y. Also Sodus, Pulaski, Watertown, Minetto, Phoenix, F. E. MUNROE, Fulton and Mexico. Best of Bill Poster and Distributor. references.

W. H. DONALDSON,

ROBERT H. COBLINS, Distributor, 11 310 Middle Street. NEW BEDFORD, MASS.

127 East Eighth St., Cincinnati, O.

Let's Talk It Over.

There is no hurry. If it is a good thing it will be just as good six months or a year from now. In the meantime, let us think it over, examine into it and discuss it thoroughly. I think that

The United States Billposting Co.

Will eventually prevail. I think it is one of the grandest things that was ever conceived to benefit billposters. I think that if the billposters of the country will all get together in one firm or company that that company would be a stronger and more powerful company than the Sugar Trust and a better payer than Standard Oil.

I believe every billposter will treble the earning capacity of his plant if he will put it in the Trust. I will be glad to answer all inquiries and arguments.

Address,

Los Angeles, Cal.

H. G. WILSHIRE.

Fair Department

TAXES

The Illinois State Fair.

ON FAIR ASSOCIATIONS.

A Year's License Compulsory for a Four Days' Show.

Ruling Made by the Commissioner of Internal Revenue—Washington Notes.

The following ruling of the Commissioner of Internal Revenue, with respect to special show taxes, in reply to a letter of inquiry from Collector Franks, of Owensboro, will be found of interest to all county fair associations:

This rule was issued Aug. 11 and compels fairs that only give two, three, four or five day shows to pay a yearly license, or nearly so. Fairs held in the month of September will be mulcted in the sum of \$83.33; that is, ten months, until July 1, 1898. October fairs catch it for \$75.

This shows the necessity of a national organization of fairs. If fairs were organized, provision would have been made to tax them fairly.

We give the ruling in full: "In reply to your letter of the 26th, you are hereby advised that county fairs, under whose management and control tests of speed of horses are exhibited, but (as you state) no tests of horsemanship and no acrobatic performances, are not required to pay special tax for circuses, under Paragraph 7 of Section 2 of the act of June 13, 1898; but, as it appears, they should pay special tax under Paragraph 8 of that section.

"In every case where a county fair has under its complete control and management various shows in which acrobatic performances, together with theatrical performances, are exhibited, a special tax of \$100 for the year beginning July 1, or at that rate, reckoned from the first day of the month in which the liability began to the first day of July following, is sufficient, in the opinion of this office, to cover all these shows within the inclosure of the fair grounds.

"Where, however, the fair association has no such control or management of these exhibitions, and does not hold the special tax stamp under Paragraph 7 of the act, each of the separate exhibitions must be required to pay a separate special tax, either under Paragraph 8 of the section, (where the exhibition does not include feats of horsemanship or acrobatic sports), or under Paragraph 7 of that section, where the exhibition is such as to clearly come under the head of a circus.

"A mere theatrical performance, not connected with any exhibition of feats of horsemanship or acrobatic sports, if it is held, does not come within the meaning of the seventh paragraph, and, therefore, the \$100 special tax is not required to be paid for such theatrical performance.

"N. B. SCOTT, Commissioner."

Elsewhere in this issue will be found an advertisement calling upon each and every fair association in the United States and Canada to send a delegate to the annual convention of the American Association of Fairs and Expositions, at Omaha, Neb., Oct. 26 next. The association, which is now composed of State fairs only, is to be enlarged in scope.

All fairs are to be admitted. It is proposed to make the organization open at first, and franchises may be had for a nominal sum.

Ultimately, however, it is bound to merge into a close corporation, and franchises will become as valuable as those of the Associated Press.

It behooves all fair associations to send a delegate. The convention means the dawn of a new era for the exposition and fair.

A Vigorous Campaign.

The Omaha Bee thus tells how Montgomery Ward & Co., of Chicago, have helped the Omaha Exposition:

They have advertised it in 300,000 large catalogues issued last March. It will be advertised in 300,000 more issued the first of September. They have advertised it in nearly 200,000 small catalogues, in 319,000 almanacs, in over 1,000,000 circulars, and are reaching daily fully 10,000 people by special circulars, requesting the people everywhere to visit the exposition.

Their advertising cars, "Success" and "Progress," together with one of their electric horseless carriages, are being sent through the State of Iowa, and at every town they reach along the line of the road they are distributing advertising matter, advocating that everybody visit the exposition and take their wives and children with them. When their advertising cars reach a town the fact of their coming has been advertised days ahead, and invariably there are from 500 to 2,500 people in town to see the cars and enjoy the free entertainment Montgomery Ward & Co. gives. At such time their manager, who has charge of the cars, addresses the people, states the object of the trip, tells what it is so the consumer can become better acquainted with the methods of doing business of Montgomery Ward & Co.

A small exhibit of standard art work is appreciated.

Classify poultry, rabbits, pigeons and the like, according to breeds and families. A coop of bantams between turkeys is entirely out of place.

See to it that there is some place where a really good meal can be obtained.

Have plenty of good drinking water on the ground, but no intoxicating liquors.

Let the toilet facilities for both men and women be neat and clean.

The successful fair is the one that educates.

Circus Advertising.

Fair managers who have failed to interest exhibitors and have concluded that the foreign exhibitor is not interested in fairs should visit the great Wallace Shows should opportunity afford.

This big circus carries a regular exhibit of agricultural implements. It occupies a prominent portion of the menagerie tent, and attracts quite as much attention as any of the rare animals.

All day long farmers and folks from the country examine the various implements and discuss their merits. The Deering Reaper, Studebaker Wagon, Oliver Chilled Plow, etc., are all in evidence, and they pay enormous prices for space.

Of course a circus gives better exhibiting value than a fair, because it appeals to an entirely new concourse of people every day, showing as it does in a different town daily.

A fair is attended by the same people twice, three times, and even every day. But the prices obtained by the show people for these privileges are very alluring. In no instance is it less than \$1,000 for the season, (150 days), and when the implement or tool requires a demonstrator, or is hauled about town in the daily parade, the price ranges to as high as \$1,500.

White's Yucatan Chewing Gum has a handsome sign on the houah and blanket of one of the elephants in parade, and all the balloons that the riders jump through bear their advertisement. They pay \$500 per season therefor.

The Crown Perfumery Co. of London, England, has built a costly parade chariot, equipped with a complete set of bells or chimes, and bearing their advertisement. They pay \$1,250 per season for the parade privilege and space in the menagerie tent.

The Wallace Shows play to an average of 4,500 people a performance, or 9,000 daily. Their total admissions in 1897 were 1,413,210. Of this, practically none was duplicated.

Fitting and Showing Dairy Cattle at Fairs.

In showing our herd of cattle at the fairs, our aim is to show them in the same condition as to flesh, that we believe is best for their development at home.

The condition of the skin and hair goes a great ways toward the general appearance of an animal.

It is wise for all cattle to be shown, to be kept from heat, sunshine and flies as much as possible.

When flies begin to bother, the cattle paw dust all over themselves; it sifts into the hair and makes it grow longer and look rough. If kept during the day in a dark stable or if not dark, a blanket, on the animal, the hair and hide will rapidly improve. All horsemen know what effect continuous blanketing will do for a horse, and it will put a cow or heifer in the same fine condition.

Feed plenty of foods that are nitrogenous instead of fattening.

Old bulls, when shown, often have long feet and crooked legs. Plenty of work in a tread will straighten out the legs if you will first pare the toes. About the easiest way to do this is with a small saw. Have it sharp and plenty of set in it.

If the cattle are taken off from grass entirely, at least a week before going from home, they will not get nearly as thin and gaunt when shipped. Aim to be early on the grounds and get the cattle well rested before show days or buyers come around.

Lastly, be sure and stick to the Wisconsin idea, and don't fatten dairy show animals.

Rosendale, Wis. CHAS. L. HILL.
In Hoard's Dairyman.

Disinfecting Pens at Fairs.

As the fair season is opening it is important to observe all the measures that can be taken to prevent the spread of disease among stock. People do not exhibit infested stock purposely, but unknowingly, and at times cause serious loss. At the last session of the State Legislature, a law passed requiring the disinfection of swine pens, the disinfection of exhibit crates and swine before unloading, and a statement that no cholera had been upon the premises within two months prior to exhibiting. The law is defective in some respects, but has a very beneficial effect, and has met with little opposition.

Last fall fifty-seven fairs were held in the State at which hogs were exhibited, and all but five disinfected their pens. In 1896, losses aggregating more than \$8,000 were directly traceable to contagion on fair grounds. Last year only two reports were made of contagion, and the loss was small. Indiana breeders exhibiting in adjoining States where such precautions were not taken brought back disease and suffered considerable loss.

The disinfecting of fair grounds should be done a week or more in advance. Remove all litter, allow the sun to do as much as possible, and give everything a coat of white-wash, or apply a solution of chloride of lime, four ounces to the gallon of water. The State law specifies that a ten per cent. solution of carbolic acid should be used. Use the acid as a spray twice a day during the exhibition. A spray pump is the easiest means for applying a disinfectant.

A. W. BITTING, Veterinarian,
Purdue Univ. Ag. Exp., Sta. Lafayette, Ind.,
Aug. 10, 1898, in The Farmer's Call.

Agricultural Fairs and the Grange.

By Aaron Jones, Master National Grange, South Bend, Ind.

Editor Grange Department, Ohio Farmer.—

All good farmers desire to keep in touch with the work of the State Boards of Agriculture and Horticulture, and also the National department of agriculture. Great advantage to the farming population will result by co-operation with the various departments of the nation and States in their efforts in promoting the leading and basic industry of the nation.

The season of the year is approaching for holding county and State fairs. As a rule, the directors and managers of fair associations desire to so manage them as to promote agriculture. I know in some cases just criticism has been made that the speed ring has monopolized more than its share of attention, and that other attractions, some questionable, have been introduced to amuse the people, rather than to educate and improve the general agricultural interests of the country. If there has been any mismanagement in the past, let farmers see to it, now, that county and State fairs are managed for the legitimate ends for which appropriations are made from county and State treasuries.

An increasing interest should be taken in all the fair associations of the country by the actual tillers of the soil, men who know about farming and stock-raising from experience. Patrons of husbandry should take an active interest in all matters that have a tendency to the improvement of the agricultural interests of the nation. Such active interest would soon eliminate all objectionable features from fair associations and make them as originally intended, means of stimulating to greater efforts in agriculture, horticulture, stock growing—in short, all that pertains to improvement of the country and the building up of pleasant, attractive country homes.

A Western Watermelon Feast.

H. S. Collins, Colorado.

Though much excellent fruit is grown in the district about Rocky Ford, especially apples, pears and plums, first-class vegetables and No. 1 farm produce generally, it is the watermelon that takes first place when speaking of the products of the valley. At the 1897 Arkansas Valley Fair, twelve or 14 loads, about 15,000 melons, were stacked in a big pile, 125 feet long, 18 feet wide and 5 feet in height, surrounded by a margin of cantaloupes for gratuitous distribution to the assembled multitude.

This pile was inclosed by a table three feet wide and about three feet high. Inside this inclosure were men arrayed in white duck uniforms, armed with long butcher knives, and at 10 o'clock when the signal was given for the onslaught on the melons to begin, each man seized a victim from the pile and laying it on the table, with one stroke of his weapon disclosed its blushing heart, which was speedily dissected by the hungry throng, who, armed with big spoons, ate their fill. If they preferred, they could carry them away to eat under the trees in the shady grove.

This "watermelon day" is a regular event every fall. It has so advertised the fame of Colorado melons that they are now favorites in most of the cities of the middle and eastern States, being shipped as far east as Boston. It would be well if other communities devoted to some special crop would try this or similar means to get up a reputation for their stuff. It will pay.

The manager of the Electrical Exposition in Philadelphia asked Mr. Edison to send on a phonographic cylinder setting forth some of his latest ideas of electrical interest. Mr. Edison complied in his own way. The message was as follows: "My Dear Marks.— You ask me to send you a phonographic cylinder for your lecture this evening and to say a few words to the audience. I do not think the audience would take any interest in dry scientific subjects, but perhaps they might be interested in a little story that a man sent me on a phonographic cylinder the other day from San Francisco. In the year 1873, a man from Massachusetts came to California with a chronic liver complaint. He searched all over the coast for a mineral spring to cure the disease, and finally he found down in the San Joaquin Valley a spring, the waters of which almost instantly cured him. He thereupon started a sanitarium, and people all over the world came and were quickly cured. Last year this man died, and so powerful had been the action of the waters that they had to take his liver out and kill it with a club. Yours truly, Edison."

"Umbrella Bill" McGuigan is attempting to organize the horsemen racing on the Chicago tracks into a sort of "protective" association, and to that end he has issued a circular letter to owners, breeders, trainers and jockeys, urging them to unite for their protection. He calls attention to the fact that the continued existence of racing, especially in the West, is now seriously threatened, and declares that if those who are most directly interested, namely, the owners, breeders, trainers and jockeys, will but unite to that end they will be able to prevent the threatened destruction of the sport and to obtain legislation in Illinois, Ohio and other States that will inure to its benefit. The horsemen, he says, should be fully organized before the next meeting of the American Turf Congress, so as to ask the co-operation of that body in their efforts, declaring that the horsemen are certainly entitled to a lot of consideration from the Western governing body, inasmuch as about nine-tenths of its big revenue comes from the license fees for trainers and jockeys, and the fines collected against them.

THE TURF.

Harness Racing Finding Increasing Favor Every Year—Demand for Running Horses Falling Off, Especially in the West.

In a talk with "The Billboard's" representative at Lexington the other day, Francis Ware, whose position as Treasurer, manager and auctioneer of the American Horse Exchange is calculated to make him thoroughly conversant with the racing situation, gave it as his opinion that harness racing is, with each recurring year, gaining a greater hold on the American public, as a direct result of which there is a steady increase in the value of trotters and pacers, while on the other hand the demand for running horses is on the decline. Mr. Ware finds a cause for the slump in the thoroughbred market in the condition into which the running game has fallen. Out here it is the prevailing opinion that racing in the East was never in a more prosperous condition in every respect than at the present time, but, according to the manager of the American Horse Exchange, the situation is not so delightfully serene as it has been made to appear. There seems to be more or less friction among the racing fraternity about the metropolis. Mr. Belmont, who is regarded as the head of the Jockey Club, is, according to the gentleman quoted, disposed to be dictatorial to a degree bordering on tyranny, and other members of the Jockey Club are showing an inclination to kick out of the traces. In other words, internal dissensions and discord are at work in the big Eastern turf-governing body, whether for weal or for woe remains to be seen.

The tracks are in the hands of the right kind of people, but the trouble is with the governing body itself—the organization that owes its existence to the desire to elevate the sport and to keep it free from entanglements calculated to arouse the latent hostility of a very large and influential portion of the populace that is known to be opposed to the racing game by reason of its gambling feature.

In the West, though, the welfare of the sport is threatened from a different cause. It is in the ownership of the tracks, in Mr. Ware's estimation, that the greatest danger to the continued existence of the sport on here lies. The gambling element appears to have almost complete control of racing and this in the end is bound to bring bad results. Whether his fears as to the outcome of the situation are well founded or not, there is no question as to the correctness of the first part of his proposition. The gambling fraternity certainly are in control of Western racing.

A few years ago every prominent track in the West and South was owned and operated by reputable business men of the locality in which it was situated. Latonia, which was then the only track in existence here, was owned largely by the business element of Cincinnati, the "outsiders" among the stockholders being a few prominent breeders of Central Kentucky. A similar condition of affairs existed with reference to the other Western tracks. Now, however, there are only two or three among the dozen tracks of the West that are operated by the business element of the community in which they are located.

Under the old regime at Latonia, the clubhouse and spacious grand stand were thronged nearly every afternoon of a meeting with the very best people of Cincinnati and its suburbs. Inclement weather alone caused an exception to the rule. In the last two or three years, however, the reverse has been true. The better class has been as conspicuous by its absence as in other days it was by its presence. The old chestnut about "hard times" affecting the racing business disastrously, while it may and probably does account for the general falling off in the attendance of the local tracks, cannot, of course, explain the slump in the quality of the attendance. The cause of that must be sought elsewhere. As all the other conditions are exactly the same as they were in the more prosperous days of racing here, the loss of interest in the sport on the part of the better element of society must be attributed to the fact that that element has dropped out of the business itself, to the marked change in the character of the ownership of the tracks and to the overdoing of the sport in consequence thereof. What is true of Cincinnati in this particular is equally true of Chicago. There has been the same falling at the Chicago tracks. The crowds at John Gannon's recent Washington Park meeting were not, according to all accounts, of the same social prestige as those that patronized the big Chicago track when the representative and swell Washington Park Club conducted it. While the better class of people in Chicago, Cincinnati and at other points where meetings are held realize that betting is a "necessary evil" as far as racing is concerned, at the same time they are disposed to frown down an enterprise that is entirely in the hands of gamblers, as is evidenced by their remaining away from the race tracks.

Advertising the Fair.

The average fair fails somewhat in the selection of its posters. As a rule, they rely too much on small posters. Most fairs depend entirely on one-sheet, half-sheet and quarter-sheet posters. A distinct advantage accrues from using larger sizes. Three-sheets, six-sheets, eight-sheets and large stands should be used. They are stronger, more imposing and effective. True, they cost more, but, like the modern great guns on a battle ship, they do great work. Bear this in mind the next time you order your paper.

Are Fairs for Fakirs or Farmers?

If we were asked the above question, we would unhesitatingly answer "for both," but the Farmers' Voice sails into the matter in the following breezy style: ARE FAIRS FOR FAKIRS OR FARMERS? "The Aurora (Ill.) News has the following account of the prospects of the Kane County Fair, which must be pleasant reading for those who look upon the agricultural fair as an important aid to the science:

"The coming Kane County Fair looks like a record breaker even from this distance. Secretary Pratt has been a busy person for several weeks, and reports that entries along the different lines are coming in very lively, and privileges are selling way ahead of last year's fair, and at a rate that shows the confidence the fakirs and refreshment dealers have in what the fair is going to be this year. * * * Balloon ascensions, parachutes leaps and many other drawing cards are signed or about to be, and the special attraction features of the fair will certainly be the best ever presented by any fair in this part of the country. The grounds will be lighted by electricity every evening, and the dancing pavilion and "fakirs' row" will be ablaze in a glory of electric lights and gasoline chandeliers."

"We need not go further to discover the cause of the decadence of the fair. It has become, instead of an uplift to the social and practical side of agriculture, the center of interest to the fakir and cheap showman. Instead of appealing to the high-minded, it caters to the vulgar, too often to the purulent; instead of elevating agriculture, it is made the medium for the farmer's humiliation and loss of confidence men and cheap fakirs nodding the seats of honor. "The time has come for this sort of thing to stop. The farmers of the land should run the agricultural fairs—not a lot of city chaps, leagued with the semi-criminal elements in a conspiracy to bleed the farmer. Let us have an agricultural fair; if the fakirs want to run a show of their own, they must find some other place for it."

We would like to see such a fair as the Farmers' Voice would have. It would be the loneliest frost on record. A morgue would be cheerful in comparison.

The fact is the fair is neither a school nor a church. It is a festival in which amusement joins hand with instructive observation, and contest rules the hour.

Grafters and swindlers, or sure-thing men, are not to be defended at any time or place, but the fakir is an altogether different person.

The fakir is naught but a street vender—an itinerant peddler. Now, he has red and blue toy balloons, now whistles, now Yankee notions. He is fully as legitimate as the W. C. T. U. who retail lemonade that costs less than one cent for five cents a glass.

Here is another contribution from the Farmers' Voice:

TRICKSTERS AT THE FAIRS.

"To the Editor:—Wherever large numbers of people gather a class of persons is usually found who make a living by deceiving the public. They have schemes and tricks innumerable that appear to be easy and simple, but in reality they are quite difficult and in some cases impossible to successfully perform. They have wheels and machines that are doctored to turn as the proprietor may wish to make them. They have cocoanut-headed negro dodgers to arouse the brutality in men and boys. They have tented shows which are disgusting in coarseness and vulgarity.

"Among the throngs at agricultural fairs these leeches are out of place. They contribute nothing helpful or good. They do not add to the attraction of the fair. They do not bring desirable patrons. They do not swell the gate receipts.

"They are not patronized by the intelligent patrons of the fair. They are shunned with fear by thoughtful parents. Because of their presence, even the fair is not patronized by many of our best citizens' families.

"The harm accomplished by these self-invited fakirs would doubtless surprise us, were it possible to gather and trace back to their door all the results of their work. They distract the thought, they divert the attention, they destroy the interest in the real work of the fair. The competitive exhibitions, the meritorious displays, the awarding of prizes are all robbed of the undivided interest that belongs to them and which the proprietors have labored day and night to develop.

"The morals of the country suffer seriously, we believe, from actions and words that, without warning, are sprung upon inquisitive audiences in the tent shows.

"We are glad to see that a strong effort is being put forth this season to keep these objectionable features out of the grounds, and the attitude of managers is encouraging.

"Boston, Mass. E. B."

After all is said and done, the fact remains that, unless you have amusements in plenty you will have no attendance, and without attendance your fair yields no influence and fails of its purpose.

Plain and simple displays of stock cattle, swine, poultry, fruits, vegetables and produce will not draw flies, as the saying goes.

You must have amusements. You must have shows, features and good attractions. You must draw crowds, or no one will make exhibits.

You cannot, if you confine yourselves to dry and prosy methods and old and obsolete practices.

Have good attractions and advertise them liberally. Make the fair a festival, and you will make it a success.

Make it a lecture or a sermon, and it will fail, as it ought to fail.

The handsomest premium list of the street fairs that has reached us thus far is that of the Cadillac (Mich.) show.

Owing to heavy financial loss incurred during their spring meeting, the Tri-County A. and D. P. Association, of Johnstown, Pa., will hold no fair this fall.

Some Don't's About Fairs.

Don't willingly offend any exhibitor. Don't place valuable exhibits in leaky, insecure buildings. If a safe place cannot be provided, refuse to be responsible for them.

Don't fail to start races and other amusement features at the advertised time. Don't give all the premiums to fast horse-men and compel farmers to be content with merely nominal prizes.

Don't give the women some secluded corner for displaying their fancy work. Provide a light and pleasant place for this exhibit.

Don't give all the prominent corners to vendors of cheap jewelry and other worthless material.

Don't fail to have one or more good bands to furnish music.

Don't scatter the stock barns all over the grounds. Have them as close together as practicable, so that visitors can easily view the animals.

Don't delay work on the walks and drives until a few days before the fair opens, then compel visitors to travel over unsettled paths.

Don't encourage club exhibits unduly, but strive to have large individual showings. Don't neglect the apiary department. Don't allow dogs inside the grounds.

Don't allow beggars or "organ men" to pass through the gates. Don't be completely discouraged if the weather is rainy.

Don't cut premiums because of a poor attendance if you ever expect to hold another fair.

Don't omit the good old-fashioned parade of premium stock, particularly where the stock barns are not easily accessible.

Don't fail to have pure drinking water in adequate supply. Don't try to have too many amusement features. Get a few first-class attractions, and insist that these be the best obtainable.

Don't make exhibitors of live stock wait for their stalls, but have them all ready by the opening day, or before if possible.

Don't neglect the women's department, but have a representative showing of good quality.

Don't allow side shows with their bands to parade the ground, distracting the attention of visitors from legitimate exhibits.

Don't have very large fair boards, and appoint only competent, honest, active men. Don't tolerate pool selling, gambling or betting of any kind.

Don't forget to offer premiums for the largest yields of farm crops and for the largest yields raised by boys of any fixed age, say under 16 or 18 years.—New England Homestead.

Many of the leading bill posters of the country are deeply interested in Wilshire's scheme. He has received assents from Chicago, Albany, St. Louis, Minneapolis, St. Paul, Jersey City, Lexington, Louisville, Richmond, etc., etc.

The American Advertising & Bill Posting Co., of Chicago, writes: "Think you are going about the thing in the right way. Inclosed please find assent signed. Let us hear from you fully."

L. H. Ramsey writes: "I have for several years thought a consolidation of the large cities upon an equitable basis would be a good thing."

Falls City Bill Posting Co.: "We would be willing to entertain favorably your proposition."

M. Breslauer says: "I have signed on condition of half stock and half cash, and I to manage."

J. Ballard Carroll: "You can count on Albany, Rensselaer, Watervliet, Troy, Cohoes."

J. F. O'Mealia: "Your prospectus to hand; plan seems feasible, and undoubtedly would be a big thing if accomplished. You have a good idea of the matter, and if it could be worked out would certainly be a success."

Fakirs and gamblers who want to work the Somerset County (N. J.) Fair should address the superintendent of the grounds, George D. Totten, Somerville, N. J.

Fair Notes.

The Mexico (Mo.) Fair Association has changed its name to the Audrain County Mechanical and Agricultural Society of Missouri. It is incorporated with a capital of \$17,000.

The demand for "The Billboard" during July was very large, and necessitated our printing an extra edition of 1,500 copies, which was entirely exhausted before the August issue came out. During August the demand increased, and we were compelled to print 2,500 more copies, making our circulation for last month 12,500 copies.

Every fair association in the United States, no matter how humble, should send its Secretary as a delegate to the convention of The American Association of Fairs & Expositions at Omaha, Neb., Oct. 26 next.

Items of interest for this department are solicited from Secretaries and managers of fairs.

Street-men and fakirs will do well to write Q. Nervione, 66 N. Franklin st., Chicago, for rubber toy balloons, whips, whistling balloons and novelties.

Cane-rack men can save forty per cent. by buying their canes and toy whips from J. Eisenstein, 44 Ann st., New York City.

Side-show and museum managers are notified that Wm. Nelson, 13 Van Norden st., North Cambridge, Mass., deals in all kinds of curiosities for exhibition purposes.

The celebrated Irwin Family of acrobats will accept engagements at fairs. Their address is 53 Campbell st., Rahway, N. J.

Prof. Stevens, aeronaut, North Adams, Mich., furnishes balloon features of all kinds to fair managers.

J. F. Hatch is booking Hatch's Big Midway Show at the fairs through Ohio, Indiana and Michigan.

C. F. Ansell, 140 and 142 Monroe st., Chicago, Ill., makes a specialty of tickets and badges for fairs and races.

W. F. Miller & Co., 23 Duane st., New York, handle all manner of canes for cane-men and numerous fast-selling novelties for fakirs and street-men.

F. Patursel & Co., an Italian firm, at 16 Warren st., New York, will send a catalogue, in English, of their balloons to fair followers, street-men and fakirs.

Mons. Langslow, the celebrated high-wire sharp-shooter, has a few dates open for fairs. His address is 334 E. Thirteenth st., New York.

Ellen Vetter, of "mysterious globe" fame, has two weeks unfilled. This is a splendid attraction for a fair. Her address is 334 E. Thirteenth st., New York.

Ben Circle, of 3224 South Park Av., Chicago, is meeting with great success decorating booths at street fairs. He also manufactures bunting, flags, and deals in souvenir badges.

Howell, Mich., is to have a street fair, Sept. 27-30. The Secretary, Mr. Fred T. Hubbell, predicts that it will be a "Howellling success."

The Donaldson Litho Co., of Cincinnati, advertise in this issue that they can ship fair orders the day they are received. Their fair posters are very fine.

If your organization is not a subscriber for "The Billboard," it ought to be. One year—one dollar.

The moment the fair is over, perfect your organization for 1899.

F. Gilbert has the following exclusive privileges at the Chester (Pa.) Fair, Sept. 13-17, viz.: Gypsy Fortune Camp, War Show, Button Photo Gallery, Cane Rack, Knife Rack, Ball Game and wheel, spindle, etc., etc. He will sub-let privileges. Address until Sept. 5, F. Gilbert, 9 Johnston Hotel, Coney Island, N. Y.

Montford Show, Toronto, Ont., has twenty-one side-show paintings for sale, cheap.

Pamahasika, 964 N. Seventh st., Philadelphia, has a curio hall, side-show tent and five paintings for sale, cheap.

C. E. Badger's Fair Grounds Shows want to hear from Bell and La Centra, Jim Chevee and other good fair ground people. He can also place lady singers, dancers and club swingers and a good glass-blower. Address him at New Milford, Pa.

Premium lists should be projected in December to catch the manufacturers of agricultural implements. Do not put it off until May, June or July. Get out your dummies, fix your rates, and then advertise them in "The Billboard" and mail a rate card to every firm in the country.

The premium list is the best advertising medium that a firm making farm machinery can find, and they will pay better rates for space than local merchants. Give them a chance to advertise with you. Remember that their appropriations are made and their contracts placed in January and February.

Strope, Coulter & Good's Fair Ground Show wants a strong B-flat cornet, baritone and alto to double juggling, slack-wire, contortion or magic. Address, Box 327, Farmington, Iowa.

The Massillon Street Fair, (Sept. 21-23), wants all kinds of attractions and Midway features. Address Jacob Wise, Mayor of Massillon, O.

Coldwater (Mich.) Street Fair (Sept. 6-9) wants shows, games, (all kinds), attractions, etc. Letters to H. D. Robinson, Coldwater, Mich.

Mattson (Ill.) Street Fair (Oct. 5-8) wants out-door attractions and special features. Address Arthur Sommer.

Hillsboro (Ill.) Street Fair wants out-door attractions. Letters to Duncan C. Best.

Frank Van Camp, advertising manager of The Van Camp Packing Co., says: "We do not exhibit at fairs shows any more. When the first ones came out, they were good. Now they are nothing but fakes. The way we do now is to arrange with merchants to put in our little stands in their stores; and there, with a neat and tasty display, we have our demonstrator show the public our goods, and serve them samples free of cost."

Janesville, Wis.

The following clipping from the Janesville Courier is interesting:

DREAMS FOR BILL POSTERS. Manager Myers is Erecting a Large Number of Bill Boards.

"Ten thousand feet of new bill board space is now being erected in this city by Peter L. Myers, manager of the Myers Grand Opera House. The job is the largest one of its kind ever attempted in this city at any one time. Manager Myers has of late leased some of the most valuable bill board space in the city, and is now making good use of it in the erection of a fine set of boards. Some of the stands will be twenty feet high, and will be able to accommodate show paper of the largest size."

Mr. Myers, in a personal letter to "The Billboard," says that before October 1 he will have the best boards in every town in Rock County. His plans contemplate the erection of over 50,000 feet in the county, embracing Janesville, Beloit, Edgerton, Clinton, Evansville, Milton and Milton Junction.

Mr. Myers says he is enabled to guarantee all advertisers a first-class protected showing on well-built boards, splendidly located.

LIST OF 1898 FAIRS.

This list is revised and corrected monthly. Secretaries are urgently requested to send in their dates at the earliest possible moment after they are claimed, and to notify us promptly as to any change. Rosters and dates are published absolutely Free of Charge.

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ALABAMA.

ANNISTON—Oxford Lake Northeast Alabama Fair Association. Oct. 18 to 22. W. F. Higgins, pres.; Dr. T. W. Ayers, secy.; Geo. W. Elcheberger, treas.

ARKANSAS.

PINE BLUFF—Arkansas State Fair. Oct. 18 to 28.
BRADFORD—White County Fair Association. R. D. Jones, pres.; A. N. Hodges, treas.; W. A. Hodges, secy.

CALIFORNIA.

LOS ANGELES—District Agricultural Association No. 6. Oct. 6 to 22. John C. Lynch, San Francisco, pres.; Henry T. Fleishman, treas.; Lewis Thorne, secy.; 226 S. Spring st.
MARYSVILLE—Agricultural Association, District No. 13.
NAPA—Napa Agricultural Society. E. H. Winship, pres.; John T. Zolmer, treas.; Edw. S. Bell, secy.
SACRAMENTO—California State Agricultural Society. Sept. 5 to 19. Ed. F. Smith, secy.
SAN JOSE—Santa Clara Valley Agricultural Society.
STOCKTON—San Joaquin Valley Agricultural Association. No fair in 1898. F. D. Cobb, pres.; C. E. Doan, secy.
WOODLAND—Agricultural Association, District No. 40. E. M. Barney, secy.

COLORADO.

CANON CITY—Fremont County Fruit Day. Sept. 20 and 21. F. M. Harding, pres.; N. F. Handy, secy.
DELTA—Delta County Fair Association. C. E. Mewer, pres.; J. W. Sanders, treas.; H. H. Smith, secy.
GLENWOOD SPRINGS—Farmers' Club of Pitkin, Eagle and Garfield Counties. Sept. 28 to 30. W. L. Grubb, Carbondale, pres.; Ed. Stauffacher, Catherine, treas.; G. H. Bell, secy.
LOVELAND—Loveland Free Street Fair Association. Sept. 27, 28. O. D. Shields, pres. and secy.
MONTE VISTA—Monte Vista Driving Club and Agricultural Association. Not decided. N. H. Chapman, pres.; R. B. Wallace, secy.; John MacArthur, treas.
MONTROSE—Western Slope Fair. Sept. 22 to 24. F. D. Catlin, pres.; J. L. Atkinson, treas.; W. O. Redding, secy.
PUEBLO—State Horticultural Fair. Sept. 28 to 30.
ROCKY FORD—Arkansas Valley Fair Association. Aug. 31 to Sept. 2. R. C. Maltby, pres.; W. T. Wallace, secy.
TRINIDAD—The Las Animas County Fair Association. Sept. 21 to 23. Murdo Mackenzie, pres.; W. J. Caldwell, treas.; Jas. McKeough, Jr., secy.

CONNECTICUT

BERLIN—Berlin Agricultural Society. Sept. 21. Wm. H. Webster, secy.
BRANFORD—Agricultural and Horticultural Society of Branford. September 21. Edwin Doolittle, pres.; Wm. R. Foote, treas.; John P. Callahan, secy.
BROOKLYN—Windham County Agricultural Society. Sept. 13 to 15. Chas. W. Grosvenor, Pomfret Centre, pres.; T. B. Sibley, Danielson, treas.; Jos. B. Stetson, secy.
CHESTER—Chester County Fair. Sept. 28.
COLLINSVILLE—Farmington Valley Agricultural Association. September 7 and 8. Oliver F. Perry, pres.; B. F. Case, treas.; E. A. Hough, secy.
DANBURY—Danbury Agricultural Society. Oct. 3 to 7. G. W. Rundle, secy.
ENFIELD—Union Agricultural Society. Sept. 28-29. Olin S. Olmsted, pres.; Milo Hamilton, Ellington, treas.; C. A. Thompson, Ellington, secy.
EUREKA—Eureka Mechanical and Agricultural Fair Association. Sept. 12 to 17. Alexander Connick, pres.; L. L. Ayers, secy.
GRANBY—Granby Agricultural Society.
GULFORD—Gulford Agricultural Society. Sept. 28. Lewis Wilcox, pres.; A. H. Phelps, secy.
HARWINTON—Harwinton Agricultural Society. Oct. 4. Thos. Q. Hogan, pres.; Patrick Hogan, Jr., treas.; A. W. Buell, secy.
HUNTINGTON—Union Agricultural Association. Sept. 21 and 22. W. E. Plumb, pres.; D. S. Clark, Long Hill, Conn., treas.; S. T. Palmer, Shelton, Conn., secy.
MERIDEN—Meriden Agricultural Society.
NEW MILFORD—New Milford Agricultural Association. Sept. 6 to 8. J. H. Cochrane, Box 636, secy.
NEWTOWN—Newtown Agricultural Fair Co. Sept. 27 to 29. T. E. Platt, pres.; H. G. Curtis, Sandy Hook, treas.; P. H. McCarty, secy.
NORWICH—New London County Agricultural Society. Sept. 5 to 7. James A. Bill, pres.; Chas. W. Hill, treas.; Theo. W. Yerrington, secy.
ROCKVILLE—Tolland County Agricultural Society. Sept. 20 to 22. Ed. F. Badminton, secy.
SIMSBURY—Simsbury Agricultural Society.
SOUTHINGTON—Southington Agricultural Co. & Union Grange. Sept. 28 and 29. Geo. L. Messenger, pres.; M. M. Frisbie, secy.-treas.

STAFFORD SPRINGS—Stafford Spring Agricultural Society. Oct. 5 to 7. C. E. Dennis, pres.; H. S. Abell, treas.; Chas. F. Beckwith, secy.
SUFFIELD—Suffield Agricultural Society. September 21 and 22. Waldo S. Knox, pres.; J. O. Haskins, treas.; A. N. Graves, secy.
WALLINGFORD—Wallingford Agricultural Society.
WILLIMANTIC—Willimantic Fair Association. Sept. 27 to 29. Wm. P. Stevens, pres.; Frank Larrabee, treas.; F. A. Sanderson, secy.
WILCOTT—Wilcott County Fair. Oct. 12.
WINSTED—Winsted Agricultural Corporat'n.
WOODSTOCK—Woodstock Agricultural Society. Sept. 19 to 21. H. W. Hibbard, secy.

DELAWARE.

DOVER—Agricultural Society of State of Delaware. Sept. 13 to 16. Geo. A. Millington, pres.; Lewis Schabinger, treas.; A. N. Brown, secy.

FLORIDA.

LAKE CITY—Florida Tobacco Fair Association. October. F. B. Moodie, pres.; Thos. S. Chalke, treas.; S. Botler, Thompson, secy.
ST. PETERSBURG—West Coast Fair Association. E. H. Tomlinson, pres.; A. McLeod, treas.; H. L. Whitney, secy.

GEORGIA.

ANGUSTA—Nov. 28.
HAWKINSVILLE—Nov. 15.
LAWRENCEVILLE—Gwinnett Fair Association. Nov. 1 to 4. W. E. Simmons, pres.; W. G. McNeley, secy.
MACON—Carnival Association. Oct. 11 to 14. E. A. Waxelbaum, pres.; M. H. Taylor, treas.; M. P. Callaway, secy.
MARIETTA—Cobb County Fair Association. Oct. 11 to 14. W. L. Richardson, pres.; John L. Manning, secy.
ROME—Oct. 18.
THOMASVILLE—South Georgia Agricultural and Mechanical Fair Association. Oct. 25. Judge H. W. Hopkins, pres.
VALDOSTA—Nov. 8.
WAYCROSS—Waycross Fair Association. No. 1 to 5. L. Johnson, pres.; Warren Lott, treas.; W. W. Sharpe, secy.

IDAHO.

BOISE—The Idaho Inter-Mountain Fair Association. Oct. 3 to 8. E. W. Johnson, pres.; J. H. Anderson, treas.; W. S. Walker, secy.
SALUBRIA—Washington County Fair Association. Oct. 13 to 15. I. R. Smith, pres.; R. E. Wilson, treas. and secy.

ILLINOIS.

ALEDO—Mercer County Agricultural Society. Sept. 20 to 23. John Brady, pres.; J. F. Henderson, treas.; Edward Dool, secy.
ANNA—Southern Illinois Fair Association. Aug. 30 to Sept. 2. M. V. Eaves, secy.
ATLANTA—Atlanta Union Fair. Sept. 6 to 9. E. Stubblefield, McLean, pres.; J. P. Hieronymus, treas.; W. B. Stroud, secy.
BATAVIA—Kane County Fair Association. Aug. 30 to Sept. 2. Wm. T. Pratt, pres.; J. F. McNair, treas.; E. C. Pratt, Aurora, Ill., secy.
BELVIDERE—Boone County Agricultural Society. Sept. 6 to 9. John Hannah, pres.; E. E. P. Truesdell, secy.
BENTON—Franklin County Fair. Sept. 19 to 24.
BUSHNELL—Bushnell Fair Association. Aug. 30 to Sept. 2. John R. Camp, pres.; James Cole, treas.; Louis Kaiser, secy.
CAMARGO—Douglas County Agricultural Association. Sept. 6 to 9. Wm. Iles, pres.; G. C. Jeffers, treas.; A. Hayward, secy.
CAMBRIDGE—Henry County Agricultural Board. Sept. 19 to 23. T. Boltenstern, secy.
CAMP POINT—Adams County Agricultural Society. Sept. 12 to 16. Geo. Y. Downing, secy.
CARMEL—White County Agricultural Board. Sept. 6 to 10. Elvis Stinnett, pres.; R. L. Organ, secy.
CARROLLTON—Greene County Fair Association. Oct. 11 to 14. C. W. Hoinback, Rockbridge, pres.; B. C. Hodges, treas.; S. E. Simpson, secy.
CARTHAGE—Hancock County Agricultural Board. Sept. 5 to 9. J. W. Graham, Bowen, pres.; J. C. Ferris, treas.; John F. Scott, secy.
CATLIN—Vermilion County Agricultural and Mechan. Association. Aug. 30 to Sept. 2. Thos. A. Taylor, pres.; Frederick Jones, treas.; S. A. McGregor, secy.
CHAMPAIGN—Champaign County Agricultural Board. Aug. 30 to Sept. 2. H. H. Harris, pres.; J. Mawley Clark, treas.; John M. Beers, secy.
CHARLESTON—Coles County Board of Agricultural. Sept. 13 to 17. R. Alexander, pres.; W. V. Miles, treas.; John W. Glassco, secy.
CLEAR CREEK—Putnam County Fair. Sept. 21 to 23.
CLEAR CREEK—Magnolia Grange Agricultural Fair. Sept. 21 to 23. Walter G. Griffith, pres.; Frank E. Smith, treas.; Jas. A. McNabb, secy.
DANVERS—McLean County Fair. Sept. 20 to 23.
DANVILLE—Merchants' Fair Association. Sept. 6 to 9. C. A. Fera, pres.; E. X. Le-seure, treas.; G. M. McDowell, secy.
EDWARDSVILLE—Madison County Farmers' Institute and Street Fair. Oct. 12 to 15. John Stolz, pres.; H. C. Gerke, Jr., secy.
EL PASO—El Paso District Agricultural Board. Sept. 12 to 16. Edwin Childs, pres.; A. H. Waite, treas.; Geo. R. Curtis, secy.
FAIRBURG—Livingston County Fair. Sept. 5 to 10.
FAIRBURY—Fairbury Union Agricultural Board. Sept. 5 to 9. Dr. S. M. Barnes, pres.; L. B. Dominy, treas.; O. S. Westervelt, secy.
FREEPORT—Northern Illinois Agricultural Association. Sept. 6 to 9. H. P. Asplwall, pres.; J. B. Taylor, treas.; Jas. R. Cowley, secy.

GALENA—Galena Fair Association. Oct. 27 to 30. W. T. Hodson, pres.; W. Barner, treas.; Frank Bostwick, secy.
GOLCONDA—Pope County Agricultural Association. Oct. 6 to 8. John R. Smith, pres.; Edward B. Clark, treas.; Barney Phelps, secy.
GRAYVILLE—Aug. 30 to Sept. 3. C. H. Oxman, secy.
GRIGGSVILLE—Illinois Valley Fair Association. C. W. Simmons, pres.; J. W. Strad, treas.; J. F. Hatch, secy.
HIGHLAND—Highland Madison County Fair. Sept. 1 to 4. Selmar Pabst, pres.; Fred. Siegrist, treas.; Timothy Gruaz, secy.
HILLSBORO—Free Street Fair. Sept. 22 to 24.
JONESBORO—Union County Fair. Sept. 13 to 16. J. D. Wilson, pres.; Thos. Rixleben, treas.; Jas. A. Peak, secy.
JOSLIN—Rockland County Agricultural Association. Sept. 13 to 15. Hon. Wm. Payne, pres.; J. Schafer, Jr., Port Byron, treas.; L. J. Whiteside, secy.
KANKAKEE—Kankakee County Fair. Sept. 12 to 16.
KNOXVILLE—Knox County Fair. Sept. 10 to 14.
KEWANEE—Kewanee District Agricultural Board. Sept. 12 to 16. John Moore, secy.
LE ROY—Le Roy Fair and Agricultural Association. Sept. 5 to 9. J. W. Binney, secy.
LIBERTYVILLE—Lake County Agricultural Society. Sept. 13 to 16. Byron Colly, pres.; E. W. Parkhurst, treas.; Jas. M. Woodman, secy.
MARION—Williamson County Fair. Sept. 10 to 23. W. H. Bundy, secy.
MARTINSVILLE—Clark County Agricultural Association. Sept. 27 to Oct. 1. Justin Sweet, pres.; Harvey Hurst, treas.; G. H. Miller, secy.
MATTOON—Mattoon Free Street Fair. Oct. 5 to 8. Frank Kern, pres.; S. M. Owings, treas.; John McNutt, secy.
MCLEANSBORO—Hamilton County Fair. Sept. 13 to 16.
MONMOUTH—Warren County Agricultural Society. Sept. 13 to 16. Wm. Hanna, pres.; Wm. B. Young, treas.; Geo. C. Rankin, secy.
MORRISON—Whiteside County Central Agricultural Society. Sept. 6 to 9. E. A. Smith, pres.; J. J. Hurlbert, treas.; A. R. Lewis, secy.
MT. CARROLL—Carroll County Agricultural Board American Trotting Association. Aug. 30 to Sept. 2. Geo. F. Bucher, pres.; H. N. Griffith, treas.; G. C. Kenyon, secy.
MT. VERNON—Jefferson County Agricultural Board and Fair Association. Sept. 13 to 16. Geo. W. Evans, pres.; S. H. Watson, treas.; Fred. P. Watson, secy.
MURPHYSBORO—Jackson County Fair. Oct. 11 to 14. P. H. Eisenmayer, pres.; Willard Wall, treas.; J. J. Penny, secy.
NEWTON—Jasper County Fair. Sept. 19 to 24.
OREGON—Ogle County Agricultural Board. Sept. 6 to 9. Chas. W. Sammis, pres.; John Sheaf, treas.; Benj. Chaney, secy.
PARIS—Edgar County Agricultural Society. Sept. 5 to 9. S. B. McCord, pres.; Geo. H. McCord, secy.
PETERSBURG—Manard County Fair. Aug. 30 to Sept. 2.
PINCNEYVILLE—Perry County Fair. Oct. 4 to 7. Matthew Rule, pres.; T. L. Wallace, treas.; R. J. Rushing, secy.
PRINCETON—Bureau County Agricultural Board. Sept. 6 to 9. H. E. Waddell, pres.; C. A. Palmer, treas.; O. Wilkinson, secy.
ROCHELLE—Agricultural and Mechanical Association of Rochelle. Sept. 20 to 23. C. E. Gardner, pres.; A. B. Sheadle, treas.; Francis E. Dresser, secy.
ROCKFORD—Winnebago County Agricultural Society. Aug. 29 to Sept. 2. D. W. Barningham, pres.; C. O. Upman, treas.; J. B. Whitehead, secy.
SALEM—Marion County Agricultural Board. Oct. 11 to 14. John W. Larimer, pres.; T. S. Marshall, treas.; H. T. Sweney, secy.
SANDWICH—Sandwich Fair Association. Sept. 13 to 16. W. G. Beveridge, pres.; F. S. Mosher, treas.; E. Randall, secy.
SHAWNEETOWN—Gallatin County Agricultural Board. Aug. 30 to Sept. 3. Martin Doherty, pres.; Marsh Wiseheart, secy.
SHAWNEETOWN—Fair. Martin Doherty, pres.; John McKelligott, treas.; Marsh Wiseheart, secy.
SHELBYVILLE—Shelby County Agricultural Board. Sept. 6 to 13. Philip Parker, pres.; Chas. E. Kellar, treas.; Geo. A. Roberts, secy.
SPRINGFIELD—State Fair. Sept. 26 to Oct. 1. J. Irving Pearce, Chicago, pres.; B. H. Brainerd, treas.; W. C. Garrard, secy.
SULLIVAN—Moultrie County Fair. Aug. 29 to Sept. 3.
WARREN—Union Agricultural Society. Sept. 20 to 23. J. L. Graham, pres.; C. F. Taylor, treas.; S. A. Clark, secy.

WATSEKA—Iroquois County Agricultural Board. Sept. 6 to 9. J. C. Bruner, Buckley, pres.; Will A. Coney, treas.; L. P. Watson, secy.
WATSON—Elkington County Fair. Sept. 13 to 16. Wm. Volker, pres.; W. T. Jayco, treas.; L. P. Mautz, secy.
WYOMING—Central Agricultural Society of Stark County. Aug. 30 to Sept. 2. J. W. Smith, pres.; J. A. Klock, treas.; J. M. Thomas, Jr., secy.
YORKVILLE—Kendall County Fair Association. Sept. 7 to 10. H. P. Barnes, pres.; J. Armbruster, treas.; R. N. Newton, secy.

INDIANA.

ANGOLA—Stuben County Agricultural Association. Oct. 4 to 7. Horace H. Van Auken, pres.; Orville Goodale, secy.
BEDFORD—Bedford Fair and Trotting Association. Sept. 19 to 24. T. O. Dacey, pres.; Jas. McClelland, treas.; Geo. W. McDaniel, secy.
BLOOMINGTON—Big Bloomington Fair. Sept. 26 to Oct. 1.
BOONVILLE—Boonville Fair Association. Sept. 26 to Oct. 1. Clamor Pelzer, pres.; A. L. Beiler, treas.; S. W. Taylor, secy.
BOSWELL—Benton-Warren Agricultural Society. Sept. 5 to 9. Henry Robertson, pres.; H. W. Dimmick, treas.; W. K. McKnight, secy.
BOURBON—Bourbon Fair Association. Oct. 4 to 7. Geo. D. Ettinger, pres.; L. Johnson, treas.; J. W. Eldson, secy.
BREMEN—Fair. Sept. 27 to 29. John Huff, pres.; Henry H. Miller, secy.
CAYUGA—Ver. County Fair Association. Aug. 30 to Sept. 2. Jas. Malone, pres.; G. L. Watson, treas.; J. S. Grundyke, secy.
CLAY CITY—Clay County Fair Association. Sept. 27 to 30. Jacob Luther, of Comely, pres.; F. C. Watts, treas.; Geo. E. Oberholzer, secy.
CHRISNEY—Spencer County Fair. Aug. 29 to Sept. 3.
COBYDON—Harrison County Fair. Aug. 29 to Sept. 3.
COBYDON—Jas. W. McKinster, pres.; Harrison Pitman, treas.; Henry Wright, secy.
COVINGTON—Sept. 14 to 16. W. T. Ward, pres.
CRAWFORDSVILLE—Montgomery County Union Agricultural Society. Sept. 5 to 7. Arch Martin, pres.; W. F. Hulet, secy.
CROWN POINT—Lake County Agricultural Society. Sept. 6 to 9. Chas. H. Friedrich, pres.; Frank E. Cooper, treas.; Allison A. Hibler, secy.
DELFHI—Street Fair. Sept. 26 to Oct. 1. Seins Hall, secy.
EAST ENTERPRISE—Switzerland and Ohio Counties Agricultural Societies.
EVANSVILLE—Tri-State Fair. Sept. 19 to 23. R. L. Akin, secy.
FLORA—Carroll County Fair Association. Sept. 19 to 23. John F. Glam, pres.; R. D. Voorheis, treas.; J. J. Moss, secy.
FRANKLIN—Johnson County Agricultural Horticultural and Park Association. Aug. 30 to Sept. 3. S. W. Dungan, pres.; Samuel Harris, treas.; W. S. Young, secy.
HUNTINGBURGH—Dubois County Agricultural Association. Sept. 12 to 17. E. W. Plekhardt, pres.; Louis Katterheny, treas.; Daniel Rentpohler, secy.
INDIANAPOLIS—State Fair. Sept. 12 to 17. Chas. Downing, Greenfield, Ind., pres.; E. T. Robinson, treas.; C. F. Kennedy, secy.
KENTLAND—Kentland Fair Association. Aug. 30 to Sept. 2. Patrick Keefe, pres.; Wm. Perry, treas.; H. A. Strohm, secy.
KNOX—Stark County Fair. Aug. 31 to Sept. 3.
LAFAYETTE—Aug. 31 to Sept. 2. Wm. M. Blackstock, secy.
LA PORTE—La Porte County Agricultural Association. Sept. 20 to 23. R. F. Small, Westville, pres.; H. C. Wagner, treas.; J. Vene Dorland, secy.
MARION—Grant County Agricultural Society. Sept. 13 to 16. J. L. Bradford, secy. pro tem.
MOROCO—Newton County Agricultural Association. Sept. 13 to 16. C. M. Honger, pres.; L. H. Richer, treas.; G. N. Stoner, secy.
NEW CARLISLE—St. Joseph County Fair. Sept. 28 to 30. D. G. Warren, pres.; W. H. Deacon, treas.; A. H. Compton, secy.
NEW HARMONY—Posey County Agricultural Society. Sept. 12 to 16. W. N. Ford, pres.; Homer Lichtenberger, treas.; Ezra Stephens, secy.
NEWPORT—Western Indiana Race Track and Fair Association. C. W. Ward, pres.; H. V. Nixon, treas.; B. S. Aikman, secy.
POPULAR GROVE—District Fair. Aug. 23 to Sept. 1. Luther McDowell, Keeper, pres.; H. N. Miller, Deacon, treas.; A. D. Wood, Carroll, secy.
POITLAND—Jay County A. H. I. and Joint Stock Company. Sept. 26 to 30. John Schmuck, pres.; W. M. Haynes, treas.; C. O. Hardy, secy.

Q. NERVIONE

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PRINCETON—Gibson County H. & A. Society. Sept. 5 to 10. J. W. Johnson, pres.; R. A. Wood, treas.; S. V. Strain, secy. RICHMOND—Fair and Driving Park Association. Sept. 19 to 24. Joe Stevenson, secy. ROCHESTER—Fulton County Agricultural and Mechanical Association. Sept. 28 to Oct. 1. John W. Black, pres.; A. C. Copeland, treas.; Val Zimmerman, secy. RUSHVILLE—Rush County Fair Association. August 30 to Sept. 2. W. O. Walton, pres.; Sam Abercrombie, treas.; J. D. Meyer, secy. SALEM—Washington County Fair. Sept. 5 to 10. SHELBYVILLE—Shelby Joint Agricultural Association. Sept. 5 to 9. S. B. Morris, pres.; Henry Doble, treas.; C. E. Amaden, secy. SWAYZEE—Swayzee Tri-County Agricultural Association. Aug. 30 to Sept. 2. G. W. McManaman, pres.; Point Isabell, Ind.; H. T. Muneau, treas.; E. C. King, secy. TERRE HAUTE—Vigo Agricultural Society. Aug. 29 to Sept. 3. Geo. A. Schaal, pres.; John M. Clift, treas.; W. H. Duncan, treas. VINCENNES—Knox County Agricultural and Horticultural Association. Oct. 3 to 8. Isaac Lyons, pres.; Geo. McCoy, treas.; John Burke, secy. WARREN—Tri-County Agricultural Association. Sept. 20 to 24. Dr. Jonas Good, pres.; Geo. F. Morgan, treas.; L. W. Pulley, secy.

IOWA.

ADEL—Dallas County Agricultural Society. Sept. 5 to 8. Richard Bandy, Redfield, pres.; J. W. Russell, treas.; M. J. Graham, secy. APTON—Union County Fair. Oct. 4 to 7. M. B. Coltrane, pres.; T. F. Shunk, treas.; H. P. Armitage, secy. ALGONA—Kossuth County Agricultural Society. Sept. 27 to 30. Jos. W. Wadsworth, pres.; Herbert Bailey, treas.; G. F. Peek, secy. ALLISON—Butler County Fair. Aug. 30 to Sept. 1. L. J. Rogers, secy. ANAMOSA—Fair. Aug. 16 to 19. E. R. Moore, secy. ATLANTIC—Agricultural Society of Cass County. Sept. 5 to 8. C. R. Hunt, pres.; F. H. Crombie, treas.; S. W. W. Straight, secy. AUDUBON—Audubon County Fair. Sept. 12 to 15. AVOCA—Pottawattamie County Fair Association. Aug. 30 to Sept. 2. G. Diederich, pres.; J. H. Jenks, treas.; Roscoe Baiton, secy. BATTLE CREEK—Ida County Fair. Sept. 12 to 15. Geo. C. Hubbard, of Ida Grove, Ia., secy. BELLE PLAIN—Big Four Fair. Sept. 13 to 15. W. J. Guinn, pres.; J. C. Milner, secy. BRITT—Hancock County Agricultural Society. Sept. 14 to 16. F. B. Rogers, pres.; E. D. Healy, treas.; B. C. Way, secy. CASCADE—Dubuque County Fair and Agricultural Society. Aug. 30 to Sept. 2. W. A. Fairburn, pres.; A. V. Devlin, treas.; J. H. Devaney, secy. CENTERVILLE—Appanoose County Fair. Sept. 20 to 23. H. A. Russell, secy. CENTRAL CITY—Wapsie Valley Fair Association. Aug. 30 to Sept. 4. I. P. Bowditch, pres.; Waubeek; Fred. McLeod, treas.; E. M. Sawyer, secy. CHARITON—Lucas County Joint Stock Association. Sept. 27 to 30. G. J. Stewart, pres.; W. P. Beem, treas.; W. M. Householder, secy. CHARLES CITY—Floyd County Agricultural and Mechanical Association. Sept. 13 to 16. W. E. Waller, pres.; A. H. Brackett, treas.; H. C. Ireland, secy. CLARION—Wright County Agricultural Society. Sept. 20 to 23. E. B. Roblin, pres.; W. C. Brown, secy. CLINTON—Clinton District Agricultural Fine Stock and Fair Association. Aug. 30 to Sept. 2. G. D. McEld, pres.; Wm. Holmes, treas.; W. E. Buell, secy. CORNING—Adam County Fair Association. Sept. 12 to 15. J. M. Devere, pres.; E. F. Miner, treas.; H. E. Westrope, secy. CORYDON—Wayne County Agricultural Association. Sept. 5 to 9. J. N. Davison, pres.; W. W. Littell, treas.; H. K. Evans, secy. CRESCO—Howard County Fair. Sept. 6 to 9. Jas. W. Woodward, pres.; B. P. Norton, treas.; E. B. Champlin, secy. DANBURY—Danbury District Agricultural Society. No fair this year. J. H. Criley, pres.; J. B. Santie, treas.; M. P. Cord, secy. DAVENPORT—Davenport Fair and Exposition. Sept. 5 to 9. Max D. Petersen, pres.; Otto B. Schmidt, treas.; W. B. Murray, secy. DENISON—Crawford County Agricultural Association. September 20 to 23. DE WITT—Clinton County Agricultural Society. Sept. 13 to 16. J. Alex. Smith, pres.; L. S. Harrington, treas.; C. Christiansen, secy. DONNELLSON—Lee County Fair. Sept. 13 to 16. Jas. Haffner, pres.; F. H. Kribbel, treas.; E. P. Armknecht, secy. ELDON—Eldon Big Four District Agricultural Association. Sept. 6 to 9. N. F. Reed, pres.; Mark Hillis, treas.; H. R. Baker, secy. ELDORA—Hardin County Fair. Sept. 6 to 9. W. E. Rathbone, secy. EMMETTSBURG—Palo Alto County Agricultural Society. Sept. 21 to 23. H. C. Shadbolt, pres.; M. L. Brown, treas.; Daniel E. Collins, secy. FAIRFIELD—Jefferson County Agricultural Association. Aug. 30 to Sept. 1. S. K. West, pres.; Chas. H. Gage, treas.; Chas. Gift, secy. FONDA—Big Four District Fair Association. Aug. 30 to Sept. 2. T. L. Kennedy, pres.; G. R. Renf, treas.; H. Wright, secy. FOREST CITY—Winnebago County Agricultural Society. Sept. 7 to 9. M. C. Wheeler, pres.; Geo. Spofford, treas.; E. W. Virden, secy. GREENFIELD—Adair County Fair Association. Sept. 20 to 22. S. H. Moffit, pres.; D. Heaton, treas.; W. L. Freeman, secy. GRINNELL—Powershiek County Agricultural Society. Aug. 30 to Sept. 1. E. W. Clark, pres.; L. G. C. Pierce, treas.; J. E. Van Evers, secy.

GRUNDY CENTRE—Grundy County Agricultural Society. Sept. 20 to 22. L. B. DeSellehorst, pres.; M. A. Buchan, treas.; C. W. Reynolds, secy. HAMPTON—Franklin County Fair. Sept. 13 to 16. David Vought, secy. HOLSTEIN—Holstein District Agricultural Society. Sept. 5 to 8. C. B. Bush, pres.; Washta, Ia.; F. Indorf, treas.; W. F. Hutton, secy. HUMBOLDT—Humboldt County Agricultural Society. Sept. 28 to 30. A. A. McKitivels, pres.; F. F. French, treas.; A. M. Adams, secy. IDA GROVE—Ida County Agricultural Society. Sept. 20 to 22. Hon. I. Nicoll, pres.; H. M. Whinery, treas.; Geo. C. Hubbard, secy. INDEPENDENCE—Buchanan County Agricultural Society. Sept. 6 to 9. L. J. Dunlap, pres.; Winthrop, Ia.; W. W. Donnan, treas.; A. H. Farwell, secy. INDIANOLA—Warren County Fair. Sept. 20 to 23. IOWA CITY—Johnson County Agricultural and Mechanical Society. Sept. 12 to 15. A. R. Ohi, pres.; R. P. Jones, treas.; A. W. Bradley, secy. LA PORTE CITY—La Porte City District Fair Association. Sept. 27 to 30. Dr. G. N. Nesbit, pres.; F. E. Wettisew, treas.; C. F. Holok, secy. LE MAIS—Plymouth Fair Association. Not decided. G. C. McLagan, pres.; Ben. Hodgman, treas.; W. G. Bolser, secy. LINEVILLE—Lineville District Fair. Sept. 13 to 16. W. B. Wassen, pres.; T. J. Lovett, secy. MANCHESTER—Lawrence County Agricultural Society. Sept. 6 to 9. A. S. Coon, pres.; H. L. Lawrence, treas.; J. B. Ruthenford, secy. MAPLETON—Maple Valley Fair Association. Aug. 31 to Sept. 3. John S. Carhart, pres.; Ed. Quick, treas.; R. M. Welis, secy. MAQUOKETA—Jackson County Fair Association. Sept. 6 to 9. Hon. A. Hurst, pres.; M. Mahamy, treas.; Adam Ringl p, secy. MARCUS—Cherokee County Union Agricultural Society. Aug. 31 to Sept. 2. W. N. Fry, pres.; H. B. Robeson, secy. MARENGO—Iowa County Agricultural Society. Sept. 19 to 23. C. M. W. Engelbert, Conroy, pres.; Frank Cook, treas.; C. C. Clements, secy. MASON CITY—Cerro Gordo County Agricultural Society. Sept. 5 to 8. John D. Glass, pres.; Wm. Letts, secy. MILTON—Milton District Agricultural Society. Aug. 30 to Sept. 2. E. O. Syphers, secy. MISSOURI VALLEY—Harrison County Agricultural Society. E. F. James, pres.; B. W. Carlisle, treas.; W. H. Fensler, secy. MOUNT Ayr—Ringold County Fair Association. Sept. 6 to 9. J. W. Scott, pres.; J. P. Newton, treas.; Clyde Dunning, secy. NASHUA—Nashua Agricultural Society. H. H. Hopkins, pres.; Geo. T. Bellamy, secy. and treas. NATIONAL—Clayton County Agricultural Society. Aug. 30 to Sept. 2. Wm. Hanson, Luana, pres.; Joe Lamm, Elkader, treas.; Jno. E. Corrett, Elkader, secy. NEW HAMPTON—Chickasaw County Agricultural Society. Aug. 31 to Sept. 2. G. M. Bigelow, pres.; B. W. Catant, treas.; P. Malcolm, secy. NEW SHARON—New Sharon District Agricultural Society. Sept. 13 to 15. Sidney Harper, pres.; J. G. Hammond, treas.; Chas. Fretigh, secy. NEWTON—Jasper County Agricultural Society. Sept. 5 to 8. H. D. Parsons, pres.; C. G. Griebling, treas.; A. Falior, secy. NORTHWOOD—Worth County Fair. Sept. 31 and Oct. 1. OGDEN—Boone County Agricultural Society. Sept. 13 to 16. J. H. Morgan, pres.; W. S. Colvin, treas.; E. H. Graves, secy. ORANGE CITY—Sioux County Agricultural Society. Sept. 21 to 23. R. van der Meide, pres.; F. J. Lohr, secy. OSAGE—Mitchell County Agricultural Society. Sept. 1 to 3. Hon. W. L. Eaton, pres.; J. I. Sweeney, treas.; W. C. Moss, secy. OSKALOOSA—Wahaska County Fair Association. Sept. 12 to 15. Geo. S. Prine, pres.; Chas. E. Loffand, treas.; L. T. Shangle, secy. OXFORD—Fair. Sept. 26 to 29. F. W. Sles, secy. PELLA—Lake Prairie District Agricultural Society. Sept. 27 to 29. John DeCook, pres.; H. D. Rietveld, treas.; Chas. Porter, secy. PERRY—Perry District Fair Association. Sept. 26 to 30. Allen Breed, pres.; D. J. Pattee, treas.; J. T. Davis, secy. RHODES—Eden District Agricultural Society. Sept. 20 to 22. W. A. Nichols, St. Centre, pres.; W. B. Nason, Melbourne, treas.; Ben Richards, secy. SAC CITY—Sae City Agricultural Society. Aug. 30 to Sept. 2. R. G. Wilson, pres.; S. S. Wott, treas.; Frank E. Briggs, secy. SEYMOUR—Seymour District Agricultural Society. Sept. 12 to 16. J. T. Lowry, pres.; M. H. Wilson, treas.; R. E. Lowry, secy. SIBLEY—Pioneer Agricultural Society. Sept. 13 to 15. F. Y. Locke, pres.; J. M. Phillips, treas.; T. S. Redmond, secy. SUTHERLAND—O'Brien County Fair. Aug. 31 to Sept. 2. TIPTON—Tipton Fair Association—Aug. 30 to Sept. 2. Geo. Beatty, pres.; P. R. Pine, treas.; L. J. Rowell, secy. TOLEDO—Tama County Fair. Aug. 30 to Sept. 2. Hon. W. G. Mallin, pres.; A. G. Smith, secy.; H. A. Shanklin, treas. TRAER—Traer District Agricultural Society. Sept. 14 to 16. S. W. West, pres.; R. H. Moore, treas.; N. R. Morrison, secy. VICTOR—Victor District Fair. Aug. 30 to Sept. 1. John M. Groff, secy. VILLISCA—Villisca Union Fair Association. Sept. 26 to 29. D. W. Jackson, pres.; J. W. Ferrey, treas.; F. L. Ingman, secy. VINTON—Benton County Agricultural Society. Sept. 6 to 9. J. W. Hite, pres.; Geo. D. McElroy, treas.; L. A. Mitchell, secy. WAKON—Allamore County Fair. Sept. 20 to 23. C. M. Beeman, secy. WEBSTER CITY—Hamilton County Fair Association. Sept. 13 to 16. J. W. Adams, secy.

WEST LIBERTY—Union District Agricultural Society. Sept. 5 to 8. Albert Whitacre, pres.; F. E. Thomas, treas.; W. H. Shipman, secy. WEST POINT—West Point Fair. Sept. 27 to 30. Wm. R. Timpe, Ft. Madison, Ia., pres.; Al Link, treas.; John Walljasper, secy. WEST UNION—Fayette County Agricultural Society. Sept. 6 to 9. G. D. Darnall, pres.; E. B. Shaw, treas.; L. L. Farr, secy. WHAT CHEER—What Cheer District Fair Association. Sept. 27 to 29. E. R. Hatcher, Indianapolis, Ind., pres.; J. T. Sewaffer, treas.; T. C. Legoe, secy. WILLIAMSBURG—County Fair. Sept. 12 and 13. WILTON JUNCTION—The Wilton Fair. Sept. 20 to 22. F. N. Schiele, Sunbury, Ia., pres.; Geo. Baumick, treas.; J. M. Ruder, secy. WINFIELD—Eastern Iowa District Fair. Aug. 30 to Sept. 2. E. C. Hinkle, secy. WINTERSET—Madison Agricultural Society. Sept. 13 to 16. T. J. Hudson, pres.; J. W. Dabney, treas.; C. A. Lee, secy.

KASSAS.

BURLINGAME—Osage County Fair Association. Sept. 6 to 9. Chas. Lyons, pres.; H. D. Shepard, treas.; W. B. Davis, secy. BURLINGTON—Coffey County Fair Association. Sept. 13 to 16. W. J. Armstrong, pres.; M. M. Kiger, treas.; J. E. Woodford, secy. CLAY CENTRE—Clay County Fair Association. Sept. 14 to 16. D. H. Myers, pres.; Henry W. Stackpole, treas.; E. E. Hodges, secy. COFFEYVILLE—Coffeyville Fair and Park Association. Sept. 13 to 16. Thos. Scurr, Jr., pres.; C. A. Lee, treas.; W. M. Doty, secy. COUNCIL GROVE—Morris County Exposition Co. Sept. 27 to 30. W. H. White, pres.; L. Mead, treas.; E. J. Dill, secy. EDGERTON—Johnson County Co-operative Fair Association. Sept. 13 to 16. J. M. Warren, secy. ERIE—Neosho County Fair Association. Sept. 6 to 9. H. Lodge, secy. FRANKFORD—Frankfort Fair Association. Sept. 27 to 30. Jos. Lemons, pres.; J. B. McTouchie, treas.; C. W. Brandenburg, secy. GALDEN CITY—Finney County Agricultural Society. Sept. 13 to 16. D. A. Mims, secy. GARNETT—Anderson County Fair Association. Aug. 30 to Sept. 2. Thos. Gowdy, pres.; M. L. White, treas.; C. H. Rice, secy. HIAWATHA—Brown County Fair Association. Sept. 6 to 9. G. Y. Johnson, Willis, pres.; Geo. Maglott, treas.; John H. Meyer, secy. HOLLON—Jackson County Agricultural and Fair Association. Aug. 29 to Sept. 2. D. W. Stanley, pres.; Hoyt; Moses Sarbacha, treas.; S. B. McGrew, secy. INDEPENDENCE—Aug. 30 to Sept. 2. IOLA—Allen County Agricultural Society. Sept. 6 to 9. C. H. Wheaton, secy. LAWRENCE—Kaw Valley Fair Association. Sept. 12 to 16. Eben Baldwin, pres.; W. B. Stubbs, secy. NESS CITY—Ness County Fair Association. Sept. 1 to 3. O. H. Laraway, pres.; Geo. O. Hunt, treas.; N. H. Stridger, secy. OSKALOOSA—Jefferson County Agricultural and Mechanical Association. Sept. 6 to 10. Edwin Snyder, secy. OTTAWA—Franklin County Fair. Sept. 20 to 24. Wm. H. Moherman, pres.; J. L. Chamberlin, treas.; Chas. H. Ridgway, secy. PAOLA—Miami County Agricultural and Mechanical Fair Association. Sept. 27 to 30. Z. Hayes, pres.; Geo. B. Hanna, treas.; W. J. Carpenter, secy. PEABODY—Marion County Agricultural Society. Sept. 6 to 9. F. H. Prescott, secy. PETROLEUM PARK—Montgomery County Agricultural Society. Aug. 30 to Sept. 2. D. W. Kingsley, Independence, secy. RILEY—Riley County Agricultural Society. Sept. 6 to 9. S. D. Dyer, pres.; Jesse White, treas.; Jerome Walbridge, secy. SALINA—Salina County A. H. & M. Association. Oct. 5 to 7. Thos. Anderson, pres.; H. B. Wallace, secy. SENECA—Sept. 7 to 9. W. H. Fitzwater, secy. STOCKTON—The Rooks County Fair Association. O. A. Higgins, pres.; Chas. Alexander, treas.; David B. Smyth, secy. TRIBUNE—Greeley County Fair Association. Wm. Dodson, pres.; R. Pringle, treas.; I. B. Newman, secy. WICHITA—Wichita State Fair Association. Sept. 19 to 24. B. B. Hudson, pres.; A. S. Jobs, treas.; H. G. Toler, secy. WINFIELD—Cowley County Fair Association. Sept. 27 to 30.

KENTUCKY.

BARBOURVILLE—Knox County Fair Association. Aug. 31 to Sept. 2. J. S. Miller, pres.; W. R. Ballinger, treas.; W. W. Tinsley, secy. BARDSTOWN—Nelson County Agricultural Association. Aug. 30 to Sept. 4. BOWLING GREEN—Fair. Sept. 14 to 17. J. H. Mallory, pres.; J. M. Robertson, secy. and treas. BROADHEAD—E. E. Brothoro, pres.; J. T. Cherry, treas.; A. E. Albright, secy. CAMPBELLSVILLE—Taylor County Agricultural and Mechanical Association. DANVILLE—Central Kentucky Fair Association. ELIZABETHTOWN—Hardin County Fair. Sept. 6 to 9. Jas. Kinkead, secy. EWING—Ewing Fair Co. Sept. 7 to 10. C. W. Williams, Feed, pres.; J. C. Collins, treas.; S. H. Price, secy. FLORENCE—North Kentucky Agricultural Association. Aug. 31 to Sept. 3. F. A. Utz, director; R. J. Perry, Independence, secy. GERMANTOWN—Germantown Fair. John K. Walker, secy. GLASGOW—South Kentucky Fair Ground Association. W. A. Huggins, pres.; Cave City, Ky.; Thos. Dickerson, treas.; J. T. Carter, secy. GLASGOW—Sept. 14 to 17. GREENVILLE—County Fair. Sept. 29 to Oct. 1.

GUTHRIE—Guthrie Fair Association. Oct. 19 to 22. Geo. Snadon, secy. HENDERSON—Stock and Agricultural Fair. Oct. 11 to 16. T. W. Priest, pres.; Jacob Zimbro, Jr., secy. LA GRANGE—Oldham County Fair. Aug. 31 to Sept. 2. A. W. Harkin, pres.; W. W. Rowlett, secy.; Jas. Fox, treas. LOUISVILLE—Louisville and Jefferson County Agricultural and Mechanical Fair Association. Aug. 16 to 20. Isaac Curtis, 118 E. Green st., pres.; W. C. F. Mason, 1005 W. Walnut, treas.; J. W. Johnson, 355 E. Green st., secy. LOUISVILLE—Louisville Driving and Fair Association. Sept. 26 to Oct. 1. Frank P. Kenney, secy. OWENSBORO—Davies County Fair. Oct. 4 to 8. J. H. Hickman, pres.; P. T. Watkins, treas.; J. W. Carter, secy. PADUCAH—Paducah Fair and Exposition Association. Oct. 11 to 14. Jas. M. Laug, pres.; American-German National Bank, treas.; Alex. Kirkland, secy. VERSAILLES—Versailles Fair Association. WILLIAMSBURG—Whitley County Fair Association. Sept. 7 to 9. H. C. Harmon, pres.; Nick Daniel, secy. and treas. WINCHESTER—Clark County Fair and Trotting Association.

LOUISIANA.

ALEXANDRIA—Fair. Oct. 4 to 8. Fred. Seip, pres.; A. Wettermark, Jr., treas.; S. S. boatner, secy. AMITE CITY—Amite City Fair Association. H. P. McClendon, pres.; T. H. Tehan, treas.; Thos. T. Gillen, secy. RIXTON—Agricultural and Live Stock Fair Association. W. S. May, pres.; J. S. Atkinson, secy.

MAINE.

ACTON—Shapleigh and Acton Counties Fair. Oct. 5 to 7. Frank C. Staples, pres.; Willie Staples, treas.; Fred. K. Bodwell, secy. AMHERST—Northern Hancock Agricultural Society. H. T. Slisby, Aurora, pres.; A. W. Slisby, secy. and treas. ANDOVER—Oxford North Agricultural Society. Sept. 21 and 22. Geo. O. Huse, pres.; Lewis C. Akers, treas.; John F. Talbot, secy. BANGOR—Eastern Maine State Fair. Aug. 29 to Sept. 2. Flavius O. Beal, pres.; S. Dean Benson, treas.; Ezra; L. Stearns, secy. BETHEL—Fair. Sept. 13 to 15. H. S. Hastings, secy. BLUE HILL—Hancock County Agricultural Society. Sept. 20 to 22. Nahum Hinekley, secy. BRIDGETON—Bridgeton Farmers' and Mechanics' Club. Sept. 13 to 16. E. C. Walker, pres.; F. C. Knight, secy. BUXTON—Buxton and Hollis Agricultural Society. J. B. Eiden, secy. CANTON—Androscoggin Valley Agricultural Society. Sept. 27 to 29. H. T. Tirrell, secy. CHERRYFIELD—W. Washington Agricultural Society. CORNISH—Ossipee Valley Union Agricultural Association. Aug. 30 to Sept. 1. L. I. Cook, secy. DAMARISCOTTA—Lincoln Agricultural and Horticultural Society. Sept. 27 to 29. Dr. A. W. Card, pres.; Athol; N. A. Hall, treas.; Albert I. Phelps, secy.

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RUSH CITY—Chisago County Fair Association. Sept. 15 and 16. Geo. H. Markham, pres.; J. J. Flynn, treas.; J. W. Robie, secy.
ST. JAMES—Agricultural Association of Watonwan County. Sept. 5 to 7. M. S. Crowley, pres.; F. O'Meara, treas.; F. B. Lynch, secy.
ST. PAUL—State Fair. Sept. 5 to 10.
ST. PETER—Nicollet County Agricultural Society. September. Henry Moll, pres.; H. S. Sackett, treas.; John A. Johnson, secy.
ST. VINCENT—St. Vincent Union Industrial Association. October. Chas. Clow, pres.; Humboldt; A. Gamble, treas.; W. G. Deacon, secy.
WASCECA—Wasceca County Fair. Sept. 21 and 22. John Noonan, pres.; Allen S. Hawkes, treas.; Geo. H. Renaud, secy.
WINONA—Winona Street Fair Association. E. S. Mead, pres.; A. C. Root, treas.; James Manly, secy.

MISSISSIPPI.

NATCHEZ—Natchez Fair Association. Oct. 17 to 22. R. I. Metcalfe, secy.
VICKSBURG—West Mississippi Agricultural, Mechanical and Live Stock Exposition. Oct. 24 to 29. Patrick Henry, pres.; J. A. Conway, treas.; Frank H. Andrews, secy.

MISSOURI.

ALBANY—Sept. 6 to 9. S. W. Clark, secy.
BLOOMFIELD—Central Fair and Stock Association. Aug. 30 to Sept. 3. Thos. Connelly, pres.; J. B. Buck, treas.; D. Wilcox, secy.
CALIFORNIA—Sept. 20 to 23. H. C. Stevenson, secy.
CAPE GIRARDEAU—Cape Girardeau Fair & Park Association. Oct. 11 to 15. G. C. Thienius, pres.; E. H. Engelman, secy.
CARROLLTON—Carroll County Fair Association. Sept. 6 to 9. F. J. White, pres.; R. P. Queen, secy.
CARTHAGE—Market Fair. Sept. 27 to 30. J. P. Newell.
CENTRALIA—Centralia Fair Association. Sept. 6 to 10.
HARRIS—Harris District Fair. Aug. 22 to 26. Dr. W. H. Watson, secy.
HARRISONVILLE—Sept. 6 to 9. T. W. Clements, secy.
HERMANN—Sept. 2 and 3. N. C. Boeing, secy.
HOLDEN—Johnson County Agricultural and Mechanical Fair Association. Aug. 20 to Sept. 2. Wm. Steele, pres.; Dr. T. H. Barrett, treas.; T. D. Kennedy, secy.
HUNTSVILLE—Huntsville Fair Association. Dr. W. P. Terrill, pres.; P. L. Vasse, treas.; J. H. Baker, secy.
KAHOKA—Clark County Agr. & M. Association. Aug. 30 to Sept. 2. Joseph Vandoldt, secy.
KENNETT—Oct. 19 to 22. Lee Shelton, secy.
LEE'S SUMMIT—Jackson Agricultural and Mechan. Society. Sept. 27 to 30. E. T. Browning, pres.; L. Lamkin, jr., secy.
LIBERTY—Inter-Township Fair Association of Clay County. Sept. 6 to 9. J. B. Garth, pres.; T. J. Woonall, treas.; C. E. Yancey, secy.
LOCKWOOD—Sept. 27 to 30. A. J. Young, secy.
MEMPHIS—Scotland County Fair Association. Sept. 6 to 9. A. N. Hicks, Wyconda, pres.; S. M. Smith, treas.; N. M. Pettin-gill, secy.
MEXICO—Street Fair. October.
MILAN—Sullivan County Fair. Aug. 31 to Sept. 3. Cary B. Long, secy.
NEVADA—Vernon County Fair Association. NEVADA—Sept. 20 to 23. C. F. Strohm, secy.
PLATTE CITY—Platte County A. M. & S. Association. Aug. 29 to Sept. 3. D. A. Chestnut, pres.; A. R. Jack, treas.; Wm. Forman, secy.
POPLAR BLUFF—Butler County Agricultural and Mechanical Association. Oct. 11 to 15. W. S. Randall, pres.; T. F. Ray, treas.; A. Mast, secy.
PRINCETON—Mercer County Fair. Jas. H. Moss, secy.
RICH HILL—Rich Hill Fair Association. Sept. 13 to 16. Ed. Crabb, pres.; W. W. Rock Port—The Rock Port Fair. Sept. 13 to 16. E. O. Bird, secy.
FERGUSON, treas.; S. T. Broadus, secy.
SARCOXIE—Tri-County Fair Association. Sept. 13 to 16. Wesley Ralston, Parshley, pres.; H. B. Boyd, treas.; R. L. Hottel, secy.
SPRINGFIELD—Springfield District Fair and Exposition Association. Sept. 12 to 16. H. T. Denton, secy.
SPRINGFIELD—Queen City Fair. Sept. 26 to Oct. 1. W. A. Dennis, secy.
ST. LOUIS—State Fair. Oct. 3 to 8. Robt. Aull, pres.; W. M. Lockwood, treas.; Jos. A. Murry, secy.
SPRINGFIELD—Oct. 4 to 7. H. F. Denton, secy.
TRENTON—Trenton County Fair. Sept. 13 to 16.

MONTANA.

BILLINGS—Yellowstone Fair Association. Sept. 27 to 30.
DILLON—Dillon Fair and Racing Association. Sept. 21 to 24. Chas. H. Padley, pres.; B. N. Stevenson, secy.; G. T. Paul, treas.
GREAT FALLS—Cascade County Farmers, Miners and Mechanics Fair Association. Sept. 20 to 23. C. F. Stark, pres.; Gold F. Curtis, treas.; C. C. Cochran, secy.
LEWISTOWN—Fergus County Agricultural Mineral and Stock Association. September. David Higer, pres.; F. E. Wright, treas.; G. W. Cook, secy.
MISSOULA—Western Montana Fair.

NEBRASKA.

Bassett—Rock County Agricultural Society. A. M. Brinkerhoff, Cuba, pres.; J. D. Bravton, treas.; N. T. Phillips, secy.
BERTRAND—Phelps County Agricultural Society. Oct. 4 to 7. C. C. Gibbons, pres.; A. J. Sandstrom, treas.; F. P. McCormick, secy.

BLAIR—Washington County Agricultural Society. No fair this year. A. C. Jones, pres.; F. W. Kenny, jr., treas.; C. T. Farnham, secy.
BROKEN BOW—Custer County Agricultural Society. Sept. 13 to 16. L. H. Jewett, pres.; E. F. McClure, treas.; E. R. Purcell, secy.
CENTRAL CITY—Merrick County Agricultural Society. Sept. 14 to 16. M. Cuddington, secy.
CHADRON—Dawes County Agricultural Society. Sept. Chas. Mann, pres.; W. Wilson, treas.; B. F. Pitman, secy.
CLAY CENTRE—Clay County Agricultural Society. Sept. 20 to 24. B. W. Campbell, pres.; H. E. McDowell, treas.; L. F. Fryar, secy.
CULBERTSON—Hitchcock County Agricultural Society. Sept. 5 to 7. W. Z. Taylor, secy.
ELWOOD—Gosper County Fair Association. Sept. 21 to 24. W. T. Partenson, pres.; A. Dow, treas.; A. M. White, secy.
FRANKLIN—Franklin County Agricultural Society. Sept. 28 to 30. H. M. Warriner, pres.; Herman Platt, treas.; Asa Blackledge, secy.
GENEVA—Fillmore County Agricultural Society. Sept. 13 to 16. H. R. Deming, pres.; W. S. Huston, treas.; W. H. Stewart, secy.
HARTINGTON—County Fair. Sept. 14 to 16. Z. M. Baird, secy.
INDIANOLA—Red Willow County Agricultural Society. Sept. 13 to 16. S. R. Smith, pres.; L. L. Miller, treas.; W. A. M. Cool, secy.
LINCOLN—Lancaster County Fair. Sept. 27 to 30. O. W. Webster, pres.; S. R. Hall, Prairie Home, treas.; H. C. Young, secy.
MADISON—Madison County Fair. Sept. 13 to 16. H. F. Barney, pres.; J. L. Ryncarson, secy.
OMAHA—No Fair in 1898. Milton Doolittle, pres.; North Platte; Edmund McIntyre, treas.; Seward; Robt. W. Furnas, secy., Brownville.
PAWNEE—Pawnee County Fair Association. Sept. 13 to 16. C. A. Schappel, secy.
PLATTSBROUGH—County Fair. Sept. 27 to 29. C. D. Cummins, secy.
SYRACUSE—Fair. Sept. 20 to 22. F. E. Brown, secy.
TECUMSEH—Johnson County Agricultural and Mechanical Association. Sept. 27 to 30. Theo. Smith, pres.; A. O. Shaw, treas.; A. W. Bufum, secy.
WILBER—Sahire County Agricultural Society. Sept. 13 to 16. Geo. H. Ross, pres.; S. L. Davis, secy.
YORK—York County Agricultural Society. Sept. 5 to 8. W. H. Reader, pres.; W. A. Dean, treas.; Geo. S. Cook, secy.

NEVADA.

CARSON CITY—Ormsby County Agricultural Association, District No. 1, State of Nevada. Sept. 26 to 30. A. Livingston, pres.; Bullion Exchange Bank, treas.; Wm. Henry Doane, secy.

NEW HAMPSHIRE.

BRISTOL—Bristol Agricultural Association. Aug. 30 to Sept. 1. E. C. Merrill, South Alexandria, pres.; C. E. Davis, treas.; Z. E. Tilton, secy.
CANAN—Mascota Valley Agricultural Association. Sept. 12 to 14. Alvin Davis, pres.; H. A. Gliman, treas.; E. M. Allen, secy.
BRADFORD—Bradford and Newburg Association. Sept. 27 to 29. Jonathan Rowe, pres.; Newburg; J. Albert Tenslee, treas.; T. O. Melvin, secy.
KEENE—Cheshire County Grange Fair Association. Sept. 6 to 8. W. C. Ellis, pres.; D. M. Spaulding, treas.; F. K. Jewett, secy.
LACONIA—Belknap Agricultural Park. J. P. Clay, Son & Co., lessees.
LONDONDERRY—Londonderry County Fair. Sept. 21.
PITTSFIELD—Catamont Fair Association. Sept. 20 to 22. F. S. Jenkins, secy.
PLYMOUTH—Plymouth Fair Association.
RAYMOND—W. Rockingham Pomona Grange Fair. Sept. 21 and 22. E. Dana Simborn, of Fremont, gen'l. supt.
ROCHESTER—Rochester Fair Association. Sept. 13 to 16. Hon. I. W. Springfield, South Walford, pres.; A. W. Hayes, treas.; A. S. Parshley, secy.
TILTON—New Hampshire Grange Fair Association. Sept. 6 to 8.
WARNER—Merrimac County Grange Fair. Sept. 21 and 22.

NEW JERSEY.

MOUNT HOLLY—Burlington County Agricultural Society. David C. Wells, Columbus, secy.
SOMERVILLE—Somerset County Fair. Sept. 13 to 15. Wm. V. Steele, pres.; C. L. Voorheis, treas.; A. P. Sutphin, secy.
TRENTON—Inter-State Fair Association. Sept. 26 to 30. John Taylor, pres.; A. R. Kuser, treas.; John G. Mulrheid, secy.
WAVERLY—New Jersey State Agricultural Society. Sept. 5 to 9. W. L. Tompkins, pres.; P. T. Quinn, secy.

NEW MEXICO.

ALBUQUERQUE—Territorial Fair Association. Oct. 4 to 8. J. E. Saint, secy.
RATON—Northern New Mexico Fair Association. C. M. Bayne, pres.; C. F. Remsburg, treas.; D. G. Dwyer, secy.
SANTA FE—Horticultural Society of New Mexico. Sept. 7 to 9. L. Bradford Prince, pres.; Solomon Spiegelberg, treas.; Jose D. Sena, secy.

NEW YORK.

AFTON—Afton Driving Park and Agricultural Association. Sept. 20 to 23. Fred. C. Church, pres.; J. H. Nickerson, treas.
ALBANY—Albany County Fair Association.
ALBION—Orleans County Agricultural Society. Sept. 22 to 24. E. A. Rowley, pres.; A. W. Barnett, treas.; L. H. Beach, secy.
ALTAMONT—Albany County Agricultural Society and Exposition. Sept. 12 to 15. R. J. McCauley, Albany, pres.; C. M. Frederick, treas.; Leslie Allen, secy.
AMENIA—Eastern Dutchess Agricultural Park Association. Chas. E. Smith, secy.
AMSTERDAM—Amsterdam Fair and Driving Association. John Bartholomew, secy.
ANGELICA—Allegheny County Agricultural Society. Sept. 13 to 15. E. S. Bartlett, pres.; F. H. Jackson, treas.; H. E. Dudley, secy.
ANTWERP—Antwerp Union Agricultural Society. Jas. W. Johnson, secy.
BATAVIA—Genesee County Agricultural Society. Sept. 19 to 22. T. T. Miller, pres.; Byron; C. D. Harris, treas.; Elba; Albert E. Brown, secy.
BATH—Sept. 27 to 30. Barnet L. Retan, Bradford, pres.; E. Clarence Bennett, treas.; Chas. A. Shults, secy.
BINGHAMTON—Industrial Exposition. Sept. 27 to 30. J. E. Rogers, pres.; U. S. Stevens, treas.; Henry S. Martin, secy.
BROCKPORT—Brockport Union Agricultural Society. Sept. 28 to Oct. 1. Elias Garrison, pres.; Robt. C. Hull, treas.; Geo. B. Harmon, secy.
BROOKFIELD—49th Annual Brookfield Fair. Sept. 19 to 22. H. L. Scooner, pres.; B. G. Stillman, Jr., treas.; N. A. Crumb, secy.
BOONVILLE—Boonville Fair Association. Sept. 6 to 9. Frank W. Smith, pres.; E. G. Palmer, treas.; W. H. McClusky, secy.
CAMBRIDGE—Cambridge Valley Agricultural Association. Aug. 30 to Sept. 2. Jerome B. Rice, pres.; Henry A. Qua, treas.; John L. Pratts, jr., secy.
CANANDAIGUA—Ontario County Agricultural Society. Sept. 20 to 22. R. M. Lee, pres.; Jas. S. Hickox, treas.; Homer J. Reed, secy.
CANTON—St. Lawrence County Agricultural Society. Sept. 13 to 16. A. T. Martyn, pres. and secy.; C. J. Perkins, treas.
CAPE VINCENT—Cape Vincent Agricultural Association. Sept. 13 to 16.
CARMEL—Putnam County Agricultural Society. Aug. 30 to Sept. 2. George R. Cole, secy.
CAPE VINCENT—Cape Vincent Agricultural Society.
CATTARAUGUS—Iroquois County Fair. Sept. 20.
CHATHAM—Columbus County Agricultural Society. Sept. 6 to 9. J. P. Mickle, pres.; H. J. Barringer, treas.; W. A. Dardess, secy.
COBLESKILL—Cobleskill Agricultural Society. Sept. 19 to 22. O. F. Nelson, pres.; M. D. Borst, treas.; S. C. Shaver, secy.
CANTON—St. Lawrence County Agricultural Society.
COHOCTON—Cohocton Agricultural Society. Sept. 12 to 14. W. W. Babcock, manager; W. B. Laby, secy.
COOPERSTOWN—Otsego County Agricultural Society. Sept. 19 to 21. A. S. Potts, pres.; H. K. Murdock, treas.; F. L. Quail, secy.
CUBA—Cuba Fair. Sept. 13 to 16. Geo. Amsden, pres.; Geo. H. Swift, secy.
DANVILLE—Street Fair. September.
DELHI—Delaware County Agricultural Society. Sept. 6 to 8. W. H. Fisher, pres.; W. D. Smith, treas.; R. P. McIntosh, secy.
DRYDEN—Dryden Agricultural Society. Sept. 20 to 22. S. G. Lupton, pres.; D. J. Wheeler, treas.; J. B. Wilson, secy.
DUNDEE—Dundee Fair Association. Oct. 4 to 6. Andrew Harpending, pres.; O. J. Watson, treas.; O. J. Bigelow, secy.
ELLENVILLE—Ulster County Fair. Sept. 6 to 8.
ELMYRA—Chemung County Agricultural Society. Sept. 5 to 9. Frank J. Cassada, pres.; Geo. McCann, secy.
FONDA—Montgomery County Agricultural Society. Aug. 29 to Sept. 1. Hon. Z. D. Westbrook, Amsterdam, pres.; Wm. Miles, Fultonville, treas.; J. B. Martin, secy.
FORT EDWARD—Washington County Fair. Sept. 6 to 9.
FRANKLINVILLE—Franklinville Agricultural and Driving Park Association. Sept. 6 to 9. W. A. Day, pres.; L. S. Ely, treas.; E. E. McNeil, secy.

GENESEO—Livingston County Fair.
GLOVERSVILLE—Gloversville Fair and Driving Association. Louis Levi, secy.
GOUVENEUR—Gouverneur Agricultural and Mechanical Association. Aug. 30 to Sept. 2. J. H. Abbott, pres.; F. J. Whitney, treas.; F. H. Smith, secy.
GREENE—Herkimer Agricultural Society. Sept. 13 to 16. Curtis Winston, pres.; J. E. Julian, treas.; J. E. Bartoo, secy.
HAMBURG—Erie County Agricultural Association. Sept. 13 to 17. E. E. Hepp, pres.; Armour, N.Y.; J. A. Kloepper, treas., Hamburg; G. P. Dick, secy., Willink.
HEMLOCK—Hemlock Lake Union Agricultural Society. Oct. 4 and 5. R. R. Short, secy.
HERKIMER—Herkimer County Agricultural, Horticultural and Mechanical Arts. Sept. 6 to 8. J. W. Humphrey, Mohawk, pres.; G. A. Rasbach, treas.; I. P. Rasbach, secy.
HONEYEY FALLS—Honeye Falls Driving Park and Fair Association. Sept. 28 and 29. Aaron Mather, pres.; E. G. Brooks, secy.
HULSTON—Columbia Agricultural and Horticultural Association. Aug. 31 to Sept. 2. Delbert Dinehart, West Copake, pres.; Fred. S. Hallenbeck, treas.; W. H. Browning, secy.
HUNTINGTON—Huntington Fair. Jesse L. Smith, secy.
ITHACA—Tompkins County Agricultural and Horticultural Society. Sept. 6 to 9. C. S. Seamon, pres.; E. D. Shurter, treas.; A. G. Genung, secy.
JOHNSTOWN—Fulton County Agricultural Society. Sept. 5 to 8. Wm. T. Briggs, pres.; David A. Hays, treas.; Eugene Moore, secy.
LANCASTER—Union Agricultural Fair Association. Geo. Sutton, Buffalo, secy.
LITTLE VALLEY—Cattaraugus County Agricultural Society. Aug. 30 to Sept. 2. J. H. Wilson, secy.
LOCKPORT—Niagara County Agricultural Society. Sept. 22 to 24. G. H. Bradley, pres.; Lake Road; J. S. Woodward, treas.; Chas. A. Warren, secy.
LOWVILLE—Louis County Agricultural Society. Sept. 13 to 16. A. M. Seymour, pres.; Copenhagen; Ira Sharp, treas.; W. S. Windecker, secy.
LUMBERTON—Robeson County Fair. Nov. 2 to 4. Geo. B. McLeod, pres.; Frank treas., Indian Fields; P. R. Whitbeck, Indian Fields, N. Y., secy.
LYONS—Wayne County Agricultural Society. Sept. 15 to 17. Wm. Weeks, pres.; E. D. Leonard, treas.; N. D. Lapham, secy.
MALONE—Franklin County Agricultural Society. Sept. 27 to 30. E. W. Lawrence, pres.; Thos. Adams, treas.; W. J. Mallen, secy.
MIDDLETOWN—Orange County Agricultural Society. Sept. 13 to 16. Hon. August Deniston, pres.; Newbourg; Cornelius Macardell, treas.; David A. Morrison, secy., Newbourg.
MONTICELLO—Sullivan County Fair. Aug. 30 to Sept. 2.
MORRIS—Butternut Valley Agricultural and Horticultural Association. Sept. 27 to 29. C. A. Brown, pres.; D. I. Lawrence, treas.; D. C. Winton, secy.
NAPLES—Sept. 27 to 29. T. V. Granby, secy.
NASSAU—Rensselaer Agricultural and Liberal Arts Society. Sept. 20 to 23. Gardner F. Marcy, pres.; Chas. E. Husted, treas.; Delmer Lynd, secy.

CHARLEVOIX CO. FAIR. EAST JORDAN MICH. Sept. 21-23, 1898. Grand Exhibits. Large Furses. F. A. KENYON, sec.

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C. E. RUSSELL, Secretary, Cadillac, Mich.

NEWARK VALLEY—Northern Tioga Agricultural Society. Aug. 31 to Sept. 1. Stephen L. Ball, Berkshire, pres.; E. F. Belden, Richmond, treas.; G. E. Purple, secy.

NEW CITY—Rockland County Industrial Association. Sept. 6 to 9. J. E. Vanderbit, pres.; M. S. Cropsey, treas.; J. E. Barber, secy.

NEW YORK CITY—Driving Club of N. Y.

NORWICH—Chenango County Agricultural Society. Aug. 30 to Sept. 2.

OGDENSBURG—Ogdenburg Fair. Sept. 6 to 8. W. H. Daniels, pres.; John B. Tye, secy.

ONEONTA—Oneonta Fair. Sept. 12 to 15. Hon. W. L. Brown, pres.; H. M. Bard, treas.; S. L. Huntington, secy.

ORANGEBURG—Rockland County Fair. Sept. 12 to 15.

OSWEGO FALLS—Oswego County Agricultural Society. Sept. 13 to 16. H. H. Merriam, pres.; Jay C. Harrington, Fulton, treas.; Fred. G. Spencer, Fulton, secy.

OWEGO—Tioga County Agricultural Society. Sept. 13 to 15. Geo. M. Griswold, pres.; J. M. Hastings, treas.; L. W. Kingman, secy.

PALATINE BRIDGE—West End Agricultural Association. E. B. Burnap, Canajoharie, secy.

PALMYRA—Palmyra Union Agricultural Society. Sept. 23 and 24.

PENN YAN—Yates County Agricultural Society. Sept. 20 to 23. Ira R. Brundage, pres.; W. W. Remer, treas.; A. F. Angus, Italy Hill, secy.

PERRY—Silver Lake Agricultural and Mechanical Association. Sept. 28 and 29. W. L. Chapin, pres.; J. H. Watson, treas.; W. W. Griev, secy.

PLATTSBURGH—Clinton County Agricultural Society. Sept. 13 to 16. W. T. Burleigh, secy.

POTSDAM—Racket Valley and St. Regis Valley Agricultural and Horticultural Society. Sept. 20 to 22. W. E. Clark, pres.; E. A. Everett, treas.; D. B. Barnett, secy.

POTTSVILLE—Glen Dale Agricultural Society. Sept. 27 to 30. Chas. H. Faxon, pres.; Chesterton; F. A. Griswold, treas.; Jas. A. Skiff, secy.

POUGHKEEPSIE—Duchess County Agricultural Society. Sept. 6 to 9. Reg. W. Hives, pres.; New Hamburg; Aug. B. Gray, treas.; Ferdinand R. Bain, secy.

PRATTSVILLE—Prattsville Agricultural and Horticultural Association. Sept. 12 to 14.

RED HOOK—Red Hook Agricultural Club. Sept. 14 to 16. Daniel W. Wilbur, pres.; Luther L. Stillman, treas.; John W. Bain, secy.

RICHFIELD SPRINGS—Richfield Springs Agricultural Association. Sept. 16 to 18.

RIVERHEAD—Suffolk County Agricultural Society. Sept. 27 to 29. Hon. J. S. Havens, Fatchogue, pres.; Geo. W. Cooper, treas.; Sylvester M. Foster, secy.

ROCHESTER—Western New York Agricultural Society. Sept. 13 to 15.

ROME—Oneida County Agricultural Society. Sept. 12 to 16. C. A. Pratt, Verona, pres.; W. D. Reese, treas.; J. B. Cushman, Verona, secy.

SANDY HILL—Washington County Agricultural Society.

SCHENEVUS—Schenevus Valley Agricultural Society. Sept. 15 to 17. G. E. Guy, pres.; Schenevus; E. J. Goddard, treas.; Schenevus; E. E. Brownell, secy.; Schenevus.

SCHOHARIE—Schoharie County Agricultural Society. Sept. 26 to 30. Daniel W. Jenkins, Central Bridge, pres.; La Grange Van Tuyl, treas.; H. F. Kingsley, secy.

SHAVERTOWN—Shavertown Fair. Sept. 13 to 15.

SIDNEY—Sidney Fair Association. Sept. 13 to 15.

STAMFORD—Stamford Agricultural Society. Aug. 30 to Sept. 2. H. P. Hubbell, pres.; H. C. Lawrence, treas.; E. W. Landon, secy.

SYRACUSE—State Fair. Aug. 29 to Sept. 4. Gen. Benj. F. Tracy, of Brooklyn, pres.; W. Judson Smith, treas.; Syracuse; Jas. B. Docharty, secy., Albany.

TROUPSBURG—Southern Troupsburg Agricultural Society. Sept. 6 to 9. Henry Simpson, pres.; W. N. Griggs, treas.; James B. Potter, secy., S. Troupsburg.

TRUMANSBURG—Union Agricultural and Horticultural Society. Sept. 13 to 15. J. T. Howe, pres.; H. H. Mosher, treas.; Myron Boardman, secy.

VERNON—Vernon Agricultural Association. Sept. 28 and 29.

WALTON—Delaware Valley Agricultural Association. Aug. 30 to Sept. 2.

WARSAW—Wyoming County Fair. Sept. 13 to 15. E. T. Montgomery, pres.; John Underhill, treas.; Merritt B. Hale, secy.

WASHINGTON HOLLOW—Central Dutchess Agricultural Association. A. S. Coffin, Oak Summit, secy.

WATERLOO—Seneca County Agricultural Society. Sept. 27 to 29. Daniel Yost, pres.; Leonard Story, treas.; Edward Nugent, secy.

WATERTOWN—Jefferson County Agricultural Society. Sept. 6 to 9. Frank M. Parker, pres.; C. E. Hadcock, treas.; W. R. Sheels, secy.

WATERVILLE—Sangerfield Driving Park and Agricultural Association. R. Wilson Roberts, secy.

WATKINS—Schuyler County Agricultural Society. Sept. 27 to 30. Jas. B. Frost, Montour Falls, pres.; F. W. Fiero, treas.; B. L. Piper, secy.

WELLSVILLE—Wellsville Fair Association. J. B. Jones, secy.

WEST PHOENIX—Phoenix Union Agricultural Society. Sept. 20 to 22. John O'Brien, Phoenix, pres.; N. A. Hughes, Phoenix, treas.; Jas. A. Pendergast, Phoenix, secy.

WHITE PLAINS—Society of Agriculture and Horticulture of Westchester County. Sept. 26 to Oct. 1. Jas. Hopkins, pres.; Armonk; Joseph B. Lee, treas.; Edwin B. Long, secy.

WHITNEY'S POINT—Broome County Agricultural Society. Harry J. Wattles, pres.; P. H. Landers, treas.; F. E. Allen, secy. Sept. 6 to 9.

WESTPORT—Essex County Agricultural Society. Sept. 19 to 22. W. A. Tucker, pres.; Boquet; A. J. Daniels, treas.; C. E. Stevens, secy.

NORTH CAROLINA.

BURLINGTON—Almanace Fair Association. Sept. 20 to 22. S. H. Watt, secy.

ELIZABETH CITY—Albemarle Park Fair. Dr. H. T. Aydtlett, secy.

RALEIGH—North Carolina Agricultural State Fair. Oct. 24 to 29. John L. Cunningham, pres.; Cunningham; John Nicolson, treas.; John Nichols, secy.

WINSTON—Piedmont Tobacco Fair Association. November. A. B. Gorsell, pres.; T. L. Vayhes, treas.; G. E. Webb, secy.

LUMBERTON—Robeson County Fair. Oct. 22 to 26. Geo. B. McLeod, pres.; Frank Gugh, secy.

FAYETTEVILLE—Cumberland County Agricultural Society. November. Walter Watson, pres.; G. W. Lawrence, treas.; G. W. Lawrence, secy.

NORTH DAKOTA.

MANDAN—Morton County Fair Association. Sept. 27 to 30. Geo. W. Harmon, pres.; D. R. Taylor, treas.; C. L. Timmerman, secy.

OHIO.

ADA—Ada Tri-County Fair. Oct. 4-7. John P. Connor, pres.; M. E. Cunningham, treas.; Agnew Welsh, secy.

AKRON—Summit County Agricultural Society. Oct. 4-7. M. L. Sprinkle, pres.; G. W. Brewster, treas.; Albert Hale, secy.

AKRON—Street Fair. August.

ASHLAND—Ashland Fair Co. Aug. 30 to Sept. 2. R. J. Simonton, pres.; J. Cahm, treas.; A. W. Fritzing, secy.

BELLEFONTAINE—Logan County Agricultural Association. Oct. 4-7. David Fuson, Loganville, pres.; C. L. Rogers, Degraff, treas.; E. Pat Chamberlain, secy.

BELLEVUE—Bellevue Fair Co. Gus Dangelstein, secy.

BELLEVILLE—Free Street Fair. Sept. 7 and 8.

BEREA—West Cuyahoga County Agricultural Society. Sept. 20-23. L. M. Coe, pres.; W. J. Poots, Strongville, treas.; C. H. Busby, secy.

BOWLING GREEN—Wood County Agricultural Society. Sept. 26 to Oct. 1. Moses A. Mathing, Custer, pres.; E. B. Bowerstock, treas.; W. S. Haskell, Bowling Green, secy.

BUYRUS—Crawford County Agricultural Society. Sept. 20-23. J. A. McMichael, pres.; Michael Auck, treas.; B. Beal, secy.

BURTON—Geauga County Agricultural Society. Sept. 6-9. E. L. Strong, Huntsburgh, pres.; H. C. Tuttle, treas.; P. W. Parmelee, secy.

CADIZ—Harrison County Agricultural Society. Oct. 5-7. C. R. Tipton, pres.; S. R. Hamilton, treas.; J. G. Millikin, secy.

CALDWELL—Caldwell Fair. Sept. 21-23. David Miller, pres.; John Emmons, treas.; L. D. Phillips, secy.

CANAL DOVER—Tuscarawas County Agricultural Society. Sept. 20-23. J. L. Kennedy, New Philadelphia, pres.; V. Wentz, treas.; H. W. Streb, secy.

CANFIELD—Mahoning County Agricultural Society. Sept. 27-29. N. Newton, Boardman, pres.; S. A. Fogg, treas.; B. Manchester Hickory, secy.

CANTON—Street Fair. Sept. 5 to 10.

CANTON—Stark County Agricultural Society. Sept. 27-30. C. M. Welty, No. Industry, pres.; H. A. Wise, treas.; J. H. Lehman, secy.

CARROLLTON—Carroll County Fair. Sept. 28-30. Wm. S. Smith, Jr., pres.; Thos. J. Saltair, treas.; C. A. Tope, secy.

CHAGRIN FALLS—Cuyahoga County Agricultural Society. Sept. 13-16. L. R. Dunham, Bedford, pres.; W. E. Rodgers, treas.; Geo. B. Huggett, secy.

COLUMBUS—State Fair. Aug. 29 to Sept. 3. B. Cordwell, Batavia, pres.; J. C. Bower, treas.; W. W. Miller, secy.

COSHOCOTON—Coshocot Agricultural Association. Oct. 11 to 14. Ed. M. Hanson, pres.; Corwin McCoy, treas.; Robt. Boyd, secy.

CROTON—Hartford Central Agricultural Society. Sept. 13 to 15. Wm. Moore, pres.; Homer J. Coleman, treas.; L. S. Clark, secy.

DAYTON—County Fair. Oct. 4 to 7. J. McLain Smith, pres.; Samuel Wampler, treas.; W. J. Ferguson, secy.

EATON—Priebe County Fair. Sept. 26 to 30. J. C. Anderson, Camden, pres.; C. F. Brook, Jr., treas.; Henry H. Farr, secy.

ELYRIA—Lorain County Agricultural Society. Sept. 13 to 16. J. L. Reed, N. Ridgeville, pres.; J. E. Willard, treas.; W. B. Johnston, secy.

FINDLAY—Hancock County Agricultural Society. Oct. 12 to 15. W. A. Williamson, Mt. Cory, pres.; Geo. P. Jones, treas.; M. C. Green Mt. Blanchard, secy.

FOSTORIA—Northwestern Ohio Fair Co. Sept. 13 to 16. N. Saltman, pres.; N. Burtcher, treas.; E. A. Schubert, secy.

FREMONT—Sandusky County Fair. Oct. 4 to 7. W. J. Smith, pres.; Wm. Gabel, treas.; J. C. Overmeyer, secy.

GALION—Street Fair. Sept. 1 and 2. Mr. Bechtel, pres.

GALLIPOLIS—Gallipolis Fair. Sept. 13 to 16. Chas. D. Bailey, pres.; Geo. B. Little, treas.; P. T. Wall, secy.

GEORGETOWN—Brown County Fair. Oct. 4 to 7. V. K. Thompson, pres.; Ben B. Whitman, treas.; J. W. Hedrick, Russellville, secy.

GREENSBURG—Greensburg Street Fair. Oct. 3 to 8.

HAMILTON—Butler County Fair. Oct. 3 to 7. J. A. Slade, pres.; L. M. Larsh, treas.; HICKSVILLE—Hicksville Fair Co. Sept. 13 to 16. J. E. Coburn, secy.

HILLSBORO—Highland County Fair Co. JEFFERSON—Ashtabula County Agricultural Society. Sept. 20 to 23. H. H. Poole, Conneaut, pres.; C. L. Taylor, treas.; C. C. Pshock, secy.

KENTON—Hardin County Agricultural Society. Sept. 13 to 16. W. I. Huffard, Ada, pres.; Horton Park, treas.; J. H. Rummell, secy.

LANCASTER—Fairfield County Agricultural Society. Oct. 12 to 15. Daniel Arumley, pres.; C. B. Whiley, treas.; W. T. McClellan, secy.

LEBANON—Warren County Fair Association. Sept. 20 to 23. Huse Bone, pres.; F. M. Cunningham, treas.; Geo. W. Carey, secy.

LIMA—Allen County Fair. Sept. 20 to 23. Abraham Harrod, pres.; E. W. Enslin, Elda, treas.; T. B. Bowersock, secy.

LISBON—Clark County Fair. Aug. 23 to 26. T. L. Calvert, Selma, pres.; J. C. Agie, Plattsburgh, treas.; Wm. Jenkins, Seth, secy.

LISBON—Columbiana County Fair. Sept. 13 to 15.

LONDON—Madison County Agricultural Association. Sept. 6 to 9. Chas. A. Wilson, Sunaerford, pres.; M. L. Rea, treas.; E. Pancoke, secy.

MANSFIELD—Manfield Trotting Association.

MASSILLON—Business Men's Street Fair. September. Mayor Wise, pres.; J. H. Hunt, treas.; C. M. Whitman, secy.

MARIETTA—Washington County Fair. Sept. 15 to 16. Ed. Flanders, pres.; J. H. McConnell, treas.; Henry G. Bohi, secy.

MARION—Marion County Fair. Sept. 27 to 30. W. F. Hurr, Martel, pres.; D. M. Odaffer, treas.; J. E. Waddell, secy.

MARYSVILLE—Union County Agricultural Society. Oct. 4 to 7. Dr. T. B. Shields, pres.; Watkins; C. S. Chapman, treas.; E. W. Porter, secy.

McCOMBSVILLE—Morgan County Agricultural Society. Sept. 6 to 8. John G. Walker, pres.; I. W. McElhinny, treas.; M. E. Danford, secy.

MEDINA—Medina County Agricultural Society. Sept. 6 to 8. E. S. Bissell, pres.; Le Roy; Blake Hendrickson, treas.; Hiram Goodwin, secy.

MILLERSBURG—Holmes County Agricultural Society. J. N. Johnson, Paint Valley, pres.; W. G. Rudy, treas.; G. F. Gilbert, secy.

MONTPELIER—Montpelier Fair. Sept. 6 to 9. J. C. Holloway, pres.; A. P. Rothenberger, treas.; C. C. Lattannar, secy.

MT. GILEAD—Morrow County Agricultural Society. Oct. 4 to 7. C. D. Russell, pres.; J. G. Russell, treas.; O. J. Miller, secy.

NAPOLEON—Napoleon Fair Co. Aug. 30 to Sept. 2. J. W. Hanna, pres.; R. B. Heller, treas.; J. L. Halter, secy.

NEW BREMEN—New Bremen Tri-County Fair. Aug. 30 to Sept. 2. H. Hellbusch, pres.; Wm. Nieter, treas.; F. Wiemeyer, secy.

NEW COMERTOWN—C. O. D. Fair. Oct. 5 to 7. R. L. Shoemaker, secy.

NEW LEXINGTON—Perry County Fair. Sept. 13 to 16. T. J. Tracy, pres.; Patrick Coyle, treas.; Chas. C. Chappelard, secy.

NEW LONDON—New London Fair. June 9 and 10. C. Post, pres.; E. G. Day, treas.; O. G. Carter, secy.

ORRVILLE—Central Fair Co. Sept. 13 to 16. R. F. Christy, pres.; E. P. Williams, treas.; Proctor E. Seas, secy.

OTTAWA—Putnam County Fair. Oct. 4 to 8. A. L. Paul, pres.; C. H. Rice, treas.; A. P. Sandies, secy.

PAULDING—Paulding County Fair. Sept. 6 to 9. J. L. Slager, pres.; W. B. Jackson, treas.; F. M. Bashore, secy.

POMEROY—Pomerozy Fair. Sept. 7 to 9. H. C. Fish, secy.

PORT CLINTON—Ottawa County Fair. Sept. 7 to 9. John Orth, pres.; Fred. Camper, gypsum, treas.; T. S. Johnson, Gypsum, secy.

PROCTORVILLE—Lawrence County Fair. Sept. 7 to 9. J. P. Eaton, LaBelle, pres.; C. Reynolds, treas.; W. W. Beckard, secy.

RANDOLPH—Portagallo Fair. Sept. 30 to Oct. 1.

RAVENNA—Portage County Agricultural Society. Sept. 20 to 23. C. R. Doolittle, Streetsboro, pres.; C. H. Lambert, treas.; Lafayette Smith, secy.

RICHWOOD—Tri-County Fair. Oct. 11 to 14. I. H. Bechtel, pres.; Robt. Smith, treas.; J. E. Robinson, secy.

RIPLEY—Ripley, Ohio, Fair Co. Aug. 30 to Sept. 2. G. F. Young, pres.; E. T. Kirker, treas.; L. Huilliams, secy.

ROCK SPRINGS—Meigs County Agricultural Association. Sept. 7 to 9. P. B. Stanberry, Pomeroy, pres.; J. McQuigg, Pomeroy, treas.; H. C. Fish, Pomeroy, secy.

RUSSELLVILLE—Grangers' Fair. Oct. 13. Dum & Sampson, Ripley, O., managers; A. C. Miller, secy.

SALEM—Salem Fair and Exposition Co.

SANDUSKY—Erie County Agricultural Society. Sept. 27 to 30. Chas. W. Taylor, pres.; F. P. Zollinger, treas.; John T. Mack, secy.

SARASVILLE—Noble County Fair. Sept. 28 to 30. W. S. Spriggs, pres.; C. L. Heller, treas.; Arthur McWilliams, secy.

SIDNEY—Shelby County Agricultural Society. Sept. 20 to 23. E. W. Stowell, pres.; W. E. Liem, treas.; J. E. Russell, secy.

SMITHFIELD—Jefferson County Agricultural Association. Sept. 28 to 30. I. S. Vale, pres.; Chas. McKinney, treas.; J. O. Havne, secy.

SMYRNA—Stillwater Union Industrial Association. Sept. 13 to 15. D. R. Bethel, pres.; G. W. Young, treas.; S. C. Kelly, Freeport, secy.

ST. CLAIRSVILLE—Belmont County Fair. Aug. 30 to Sept. 1. A. C. Darrah, pres.; E. G. Amos, treas.; T. C. Avera, secy.

TOLEDO—Tri-State Fair. Aug. 22 to 27. W. B. Geroe, pres.; C. R. Brand, treas.; T. B. Tucker, secy.

TROY—Miami County Fair. Sept. 26 to 30. T. S. Scott, pres.; D. M. Cappock, Pleasant Hill, treas.; W. I. Tenney, secy.

UPPER SANDUSKY—Wyandot Agricultural Society. Oct. 4 to 7. E. R. Larcomb, pres.; Henry Kear, treas.; Oscar Billhardt, secy.

URBANA—Champaign County Fair. Aug. 16 to 19. C. H. Ganson, pres.; H. P. Wilson, treas.; J. W. Crowl, secy.

UHRICHVILLE—Uhrichville and Dennison Fair. Aug. 30 to Sept. 2. C. V. McClusky, pres.; E. J. Ronig, secy.

VAN WERT—Van Wert County Fair. Sept. 13 to 16. J. S. Stuckey, pres.; E. B. Gilliland, treas.; O. D. Swartout, secy.

WAPAKONETA—Auglaize County Agricultural Society. Sept. 6 to 9. J. T. Van Horn, New Hampshire, pres.; Frank Ridgdon, treas.; A. E. Schaefer, secy.

WARREN—Trumbull County Agricultural Society. Sept. 13 to 15. S. F. Bartlett, pres.; O. D. Morgan, treas.; Jas. L. Kennedy, secy.

WASHINGTON—Guernsey County Agricultural Society. Sept. 27 to 30. A. J. Clark, Cambridge, pres.; R. S. Frame, treas.; J. W. Moore, secy.

WAUSEON—Fulton County Agricultural Society. Sept. 27 to 30. L. G. Ely, pres.; Fayette; W. A. Blake, treas.; Thos. Wiksell, secy.

WEST UNION—Adams County Agricultural Society. Sept. 13 to 16. W. K. Coleman, pres.; Henry Scott, treas.; T. W. Ellison, secy.

WOODSFIELD—Monroe County Fair. Aug. 30 to Sept. 2. W. C. Mooney, pres. and treas.; Geo. P. Dorr, secy.

WINCHESTER—Young Men's Fair. Sept. 21 to 23.

WOOSTER—Wayne County Agricultural Society. Sept. 27 to 30. E. G. Ebright, pres.; W. A. Wilson, treas.; I. N. Kinney, secy.

YOUNGSTOWN—Youngstown Fair Co.

ZANESVILLE—Muskingum County Agricultural Society. Sept. 6 to 9. S. A. Baldwin, pres.; J. E. Lanner, treas.; J. D. Mercer, secy.

ZANESVILLE—Street Fair. 3d week June, 1898.

OKLAHOMA

GUTHRIE—The Oklahoma State Fair Association. Oct. 3 to 8. W. H. Cayle, pres.; W. H. Gray, treas.; F. H. Greer, secy.

OKLAHOMA CITY—Free Street Fair. Oct. 10 to 15. E. E. Brown, secy.; W. W. Storm, pres.; A. J. Henthorn, treas.

OREGON.

BAKER CITY—Na fair this season. Geo. Ebell, secy.

LA GRANDE—District Agricultural Society. Oct. 10 to 17. Ben Brown, pres.; Fred. J. Holmes, secy.

PORTLAND—Portland Fair. Col. O. Somers, pres.; J. P. Marshall, treas.; W. B. Struble, secy.

SALEM—State Fair. Sept. 22 to 30. D. H. Looney, pres.; A. Bush, treas.; G. D. Guiberson, secy.

THE DALLES—Second Eastern Oregon District Fair. Oct. 18 to 22. J. O. Mack, secy.

PENNSYLVANIA.

ALLENTOWN—Allentown Fair. Sept. 19 to 23. Jeremiah Roth, pres.; W. K. Mohr, secy.

APOLLO—Armstrong and Westmoreland Agricultural Association. L. T. Owens, secy.

BEAVER—Beaver County Agricultural Society. Sept. 20 to 23. L. S. Anderson, secy.

BEDFORD—Bedford County Fair. Oct. 4 to 7. Bethlehem Fair Association. Sept. 13 to 16. J. Walter Lovatt, pres.; Geo. H. Young, treas.; H. A. Groman, secy.

BLOOMSBURG—Columbia County Agricultural Society. Oct. 12 to 15. R. W. Smith, pres.; Millville; Jas. C. Brown, treas.; A. N. Yost, secy.

BURGETTSTOWN—Union Agricultural Association. Oct. 4 to 6. W. W. Pyles, pres.; Dinmore; W. B. Linn, treas.; Wm. Mcvin, secy.; S. Burgettstown.

BUTLER—Butler County Agricultural Association. Sept. 6 to 9. W. H. H. Riddle, pres.; John S. Campbell, treas.; W. P. Roessing, secy.

CAMBRIDGE SPRINGS—Central Crawford Agricultural Society. Sept. 20 to 23. M. B. Ross, pres.; H. W. Canfield, treas.; John O. Sherrad, secy.

CANTON—Bradford County Fair. Sept. 20 to 22.

CARLISLE—Agricultural Society of Cumberland County. Sept. 27 to 30. Chas. H. Mullin, pres.; John Stock, treas.; W. H. McCrea, secy.

CARMICHAELS—Green County Fair. Sept. 28 and 29.

CARNEGIE—Carnegie Fair and Trotting Association.

CARROLLTOWN—Cambria County Fair. Sept. 20 to 23. J. V. Mauther, secy.

CENTRE HALL—Patrons of Husbandry of Central Pennsylvania. Sept. 12 to 17. Leonard Rhone manager.

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SEPT. 12, 13, 14, 15 and 16, are the dates.

LEN. SMALL, Secretary, Kankakee, Ill.

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CLARION—Clarion County Fair Association. September. Geo. F. Henry, pres.; Peollet; J. J. Frazier, treas.; S. S. Sangheln, secy.

COCHRANTON—Cochran Agricultural Society.

CONNEAUTVILLE—Crawford County Agricultural Society. Sept. 6 to 9. O. C. Dackey, pres.; J. E. Rupert, treas.; F. L. Lord, secy.

CORRY—Northwestern Agricultural Society. Sept. 13 to 16. Dennis Johnson, pres.; N. R. Heath, treas.; Geo. Blair, secy.

DALLAS—Dallas Union Agricultural Association. Sept. 27 to 30. John T. Phillips, pres.; Geo. F. Hillman, treas.; E. M. Honeywell, secy.

DANVILLE—Montour County Agricultural Society.

DAYTON—Dayton Agricultural and Mechanical Association. Sept. 27 to 30. S. S. Burns, Barnard, pres.; G. F. Currie, treas.; M. C. Marshall, secy.

EBENSBURG—Ebensburg Agricultural Society. Aug. 30 to Sept. 2.

FORKSVILLE—Sullivan County Fair. Oct. 4 to 6.

GRATZ—Gratz Driving Park and Agricultural Society.

GREENSBURG—Westmoreland Agricultural Society. Sept. 27 to 30. W. F. Holtzer, secy.

GREENVILLE—Greenville Agricultural Society. Sept. 7 to 9. Levi Morrison, pres.; J. W. Sosler, treas.; Till Reiss, secy.

HANOVER—Hanover Agricultural Society. Sept. 6 to 9. R. W. Wirt, pres.; T. J. Little, treas.; M. O. Smith, secy.

HARBOR—Harford Agricultural Society. Sept. 25 and 29. G. R. Rosaque, pres.; E. M. Watson, treas.; E. E. Jones, secy.

HOLLIDAYSBURG—Blair County Agricultural Association. Sept. 13 to 16. P. H. Bridenbaugh, pres.; C. H. Porter, secy.

HONESTDALE—Wayne County Agricultural Society. Sept. 27 to 29. E. W. Gammell, Bethany, secy.

HUGHESVILLE—Muncy Valley Farmers' Club. Sept. 28 to Oct. 1.

INDIANA—Indiana County Agricultural Society. Sept. 13 to 16. M. F. Jamison, pres.; A. W. Mahon, treas.; Geo. J. Feif, secy.

JOHNSTOWN—Tri-County Agricultural and Driving Park Association. Sept. 5 to 9. T. A. Cresswell, pres.; Geo. H. Brown, treas.; J. H. Laine, secy.; Box 246.

KUTZTOWN—Keystone Agricultural and Horticultural Society. Sept. 27 to 30. J. B. Easer, secy.

LAVELLE—Lavelle Driving Park and Fair Association. Not decided. J. G. Rowe, pres.; Tremont; A. L. Lauberstein, treas.; Ashland; F. H. Waite, secy.; Ashland.

LEBANON—Lebanon Valley Fair Association. Sept. 7 to 9. John H. Shugar, pres.; John H. Funk, treas.; Dr. W. B. Means, secy.

LEIGHTON—Carbon County Industrial Association. Sept. 27 to 30. Henry Miller, pres.; Valentine Schwartz, treas.; C. W. Bower, secy.

LEWISBURG—Union County Agricultural Association.

MANSFIELD—20th Annual Mansfield Fair. Sept. 27 to 30. Chas. S. Ross, pres.; Wayne; A. Pitts, secy.; W. D. Husted, treas.

MARCUS HOOK—Delaware County Fair and Industrial Exposition. Sept. 13 to 17.

MEADVILLE—Meadville Fair and Driving Park Association. Sept. 27 to 30. S. B. Dick, pres.; F. A. Sutton, treas.; W. H. Gas-kill, secy.

MERCER—Mercer Central Agricultural Association. Sept. 27 to 29. Thos. P. Nun- nell, Indian Run, pres.; Jas. B. Grubb, treas.; John P. Orr, secy.

MILTON—Milton Driving Park and Fair Association. Oct. 4 to 7. I. A. Eschbach, pres.; M. H. Barr, treas.; Edwin Paul, secy.

MONTROSE—Susquehanna County Agricultural Society. Oct. 4 and 5. W. A. Tits- worth, secy.

NAZARETH—Northampton County Agricul- tural Society. Oct. 4 to 7. Frank T. Ger- net, pres.; J. R. Reinheimer, treas.; J. J. Mans, secy.

NEW CASTLE—Lawrence County Agricultural Society.

NEWPORT—Perry County Agricultural Society. Sept. 21 to 23. James B. Eby, secy.

ORWIGSBURG—Orwigburg Agricultural Society. Sept. 6 to 9. Hon. John T. Shoener, pres.; H. S. Albright, treas.; A. E. Brown, secy.

OXFORD—Oxford Agricultural Society. June 8 to 10. Sept. 21 to 23. Wm. H. Hogg, pres.; Kirkwood, pres.; F. G. Andrews, treas.; H. C. Thomas, secy.

PARKER'S LANDING—Parker Agricultural Association.

PHILADELPHIA—Belmont Driving Club.

PITTSBURG—Luzerne County Fair Association.

PORT ALLEGHENY—McKean County Fair. Aug. 30 to Sept. 2. E. P. Dalrymple, pres.; E. P. Dolley, treas.; J. B. Colcord, secy.

PORT ROYAL—Juniata County Fair. Sept. 14 to 16.

READING—Berks County Agricultural and Horticultural Society. Oct. 4 to 7. Cyrus T. Fox, secy.

STROUDSBURG—Monroe County Agricultural Society. Sept. 6 to 9. J. S. Williams, pres.; O. F. Phillips, treas.; T. C. Brown, secy.

STONEBORO—Mercer County Agricultural Society. Sept. 20 to 22. A. S. Reed, Grove City, pres.; Robt. P. Cann, treas.; Geo. H. Fowler, secy.

TARENTUM—Tarentum Fair Association. Aug. 30 to Sept. 2. J. C. Dunn, secy.

TOWANDA—Bradford County Agricultural Society. Sept. 27 to 29. E. J. Ayers, Mac- donia, pres.; W. T. Norton, treas.; Benj. Kuykendall, Jr., secy.

TROY—Troy Agricultural Society. Sept. 13 to 16. John E. Dobbins, pres.; E. Everett Van Dyke, treas.; John A. Parsons, secy.

TUNKHANNOCK—County Fair. Sept. 13 to 16.

UNIONTOWN—Fayette Fair Association. Aug. 30 to Sept. 2. Wm. W. Parrshall, secy.

WARREN—Warren County Fair Association. L. M. Hazeltine, pres.; L. K. Russell, treas.; Willis Cowan, secy.

WASHINGTON—Western Pennsylvania Fair Association. Sept. 20 to 23. W. A. Gabby, pres.; Jas. A. Forsythe, treas.; Julius Le Moine, secy.

WATTSBURG—Wattsburg Agricultural Soci- ety. Sept. 6 to 9. W. H. Cornell, pres.; John Phelps, treas.; A. L. Phelps, secy.

WAYNESBURG—Waynesburg Fair Associa- tion.

WESTFIELD—Cowanessque Valley Agricul- tural Society. Sept. 13 to 16. Dr. Jas. Mas- ten, pres.; R. H. Buck, treas.; Chas. C. Williams, secy.

WILLIAMS GROVE—Grangers' Inter-State Picnic Exposition Association. Aug. 29 to Sept. 3. R. H. Thomas, Mechanicsburg, pres. and manager.

YORK—York County Agricultural Society.

YOUNGWOOD—Westmoreland Agricultural Society. Sept. 27 to 30. J. N. Allhouse, pres.; Adamsburg; D. B. Fisher, treas.; Goff; W. H. Holtzer, secy., Greensburg.

RHODE ISLAND.

CRANSTON—78th Annual Rhode Island State Fair.

KINGSTON—Washington County Agricul- tural Society. Sept. 13 to 16. Hon. R. Haz- ard, pres.; Jesse V. B. Watson, Wakefield, treas.; John A. Allen, Peace Dale, secy.

PROVIDENCE—State Fair Association. Sept. 5 to 9. F. E. Perkins, pres.; Earl H. Porter, treas.; Walter W. Dexter, secy.

RIVER POINT—Pawtuxet Valley Park Agricul- tural Association.

SOUTH CAROLINA.

CHARLESTON—Charleston Driving Associa- tion.

CHERAW—Cheraw County Agricultural Associa- tion. Nov. 23 to 25. R. C. Watson, pres.; J. F. McInlyse, treas.; T. S. Gregory, secy.

COLUMBIA—State Agricultural and Mechan- ical Society of South Carolina. Nov. 7 to 11. T. J. Cunningham, Chester, pres.; Geo. H. Huggins, treas.; Thos. H. Holloway, Poma- ria, secy.

GEORGETOWN—Colored State Fair. R. B. Anderson, pres.

LEXINGTON C. H.—Lexington County Fair. Oct. 26 to 28.

SOUTH DAKOTA.

STURGIS—Black Hills Exposition Co. John Scollard, pres.; Harry Bunting, treas.; Max Hoehn, secy.

YANKTON—South Yankton State Board of Agriculture. Sept. 26 to 30. John Arm- strong, pres.; J. E. Platt, treas.; Walter B. Dean, secy.

TENNESSEE.

ALEXANDRIA—Alexandria Fair. Sept. 22 to 24. J. W. Rutland, pres.; W. W. Neal, treas.; Rob Roy, secy.

BRISTOL—Carnival and Street Fair. Oct. 5 to 7.

BROWNSVILLE—Haywood County Fair As- sociation. Oct. 11 to 13. W. R. Hclbrook, secy.

CLARKSVILLE—Montgomery County Fair. Oct. 12 to 15.

DYERSBURG—Dyer County Fair Associa- tion. Oct. 11 to 15. T. C. Gordon, pres.; J. H. Dubore, secy.

JOHNSON CITY—Washington County Fair Association. Sept. 27 to 30. Dr. W. R. Price, pres.; John Sanders, treas.; T. J. Cox, secy.

KINGSTON—Roane County Fair and Stock Association. Sept. 27 to 29. W. T. Gallah- er, Wheat, pres.; J. R. Cumbliss, secy. and treas.

LOUDON—Loudon County Fair Association.

MURFREESBORO—Rutherford County Fair Association. Sept. 15 to 17. W. R. Jarratt, Overall, pres.; J. S. Gooch, Smyrna, treas.; S. S. Butler, Overall, secy.

ROCKWOOD—Rockwood Fair and Stock As- sociation. Sept. 20 to 23. Capt. J. N. Baker, pres.; John F. McNutt, secy.

WATERTOWN—Wilson County Fair Associa- tion. Sept. 1 to 4.

TEXAS.

BROWNWOOD—Brown County Stock Fair. Nov. 11 and 12. C. H. Woodard, pres.; Will H. Mayes, secy.

BROWNWOOD—Grand Harvest Carnival. Oct. 3 to 5. Brook Smith, pres.; Will H. Mayes, manager; Prof. Carl Vincin, secy.

DALLAS—Texas State Fair and Dallas Ex- position Association. Oct. 1 to 16. H. H. Gaston, pres.; J. B. Adone, treas.; Sydney Smith, secy.

DALLAS—Afro-American Fair. Oct. 1 to 16. Prof. N. W. Harlike, pres.

DENTON—Denton County Blooded Stock and Fair Association. Sept. 14 to 17. W. A. Miller, secy.

DICKINSON—Texas Coast Fair. Not decid- ed. C. W. Wilkins, pres.; Clear Creek; J. Lobh, treas.; Galveston; D. B. Rogers, secy.; Galveston.

GROESBECK—Limestone County Fair Associa- tion. Nov. 9 to 12. G. V. McClintic, pres.; M. H. Clark, treas.; S. D. Bugg, secy.

HILLSBORO—Hill County Fair Association. Sept. 27 to 29. W. A. Craig, pres.; Jas. P. Orr, treas. and secy.

HOUSTON—Afro-American Fair and Inter- state Exposition. Sept. 1 to Nov. 30. Bishop A. Grant, pres.; F. I. Richardson, secy.

JACKSBORO—Jack County Fair Association. Sept. 26 to Oct. 1. W. R. Green, pres.; Sil Stark, treas.; H. A. Wills, secy.

MARQUEZ—Leon County Stock and Agricul- tural Fair. Oct. 26 to 28. W. E. Powell, pres.; F. M. Amos, treas.; Dr. E. O. Boggs, secy.

PALESTINE—East Texas Fair and Driving Park Association. Nov. 16 to 19. J. W. Ozment, pres.; W. C. Gorman, treas.; Thos. Hall, Box 86, secy.

SAN ANTONIO—Guadalupe Valley Fair As- sociation. Geo. C. Robinson, pres.; Geo. C. Vaughan, treas.; Chas. Real, secy.

VICTORIA—Southern Texas Fair Association. Nov. 8 to 11. L. D. Heaton, pres.; Theo. Eubler, treas.; L. N. Hofer, secy.

VERMONT.

BARTON—Orleans County Fair Association. Sept. 6 to 8. H. H. Somers, Iraburg, pres.; O. D. Owen, treas.; C. A. Barrous, N. Troy, secy.

BRANDON—Brandon Fair Association.

BRATTLEBORO—Valley Fair Association. Sept. 28 and 29. G. W. Hood, pres.; J. J. Estey, treas.; L. L. Stickney, secy.

BURLINGTON—Champlain Valley Fair Associa- tion. Sept. 6 to 9.

FAIR HAVEN—Western Vermont Agricul- tural Society.

LYNDONVILLE—Northern Caledonia Fair Association. Sept. 21 and 22. E. McGennis, secy.

MIDDLEBURY—Addison County Agricultural Association. Aug. 30 to Sept. 1. C. S. Dana, New Haven, Vt., secy.

MORRISVILLE—Fair. Sept. 7 to 9. G. W. Hender, pres.

NORTHFIELD—Dog River Valley Fair As- sociation. Sept. 29 to 22. W. W. Holden clerk.

RUTLAND—Rutland County Fair. Sept. 13 to 15. C. M. Winslow, Brandon, pres.; Fred. A. Field, secy. and treas.

SHELDON JUNCTION—Franklin County Agricul- tural and Mechanical Society. Aug. 31 to Sept. 2. C. W. Gates, pres.; Franklin; Geo. P. Twigg, treas.; St. Albans; C. A. Oliver, secy.; N. Sheldon.

SOUTH RYEGATE—Ryegate & Wells River Valley Dairymen Association. Sept. 21-22. Y. D. Nelson, pres.; H. W. Hibbard, treas.; South Ryegate; F. R. McColl, secy., South Ryegate.

SPRINGFIELD—Springfield County Fair. Sept. 13 and 14. R. W. Whitney, pres.; G. F. Leland, treas.; L. M. Gragin, secy.

ST. ALBANS—Vermont Driving Park Associa- tion. Sept. 20 to 22.

ST. JOHNSBURG—Caledonia County Fair. Sept. 13 to 15. Dr. T. R. Stiles, pres.; Frank Brooks, treas.; F. S. Harriman, secy.

TUNBRIDGE—Union Agricultural Society.

WATERBURY—Winooski Valley Agricultural Association. Sept. 13-15. G. E. Moody, pres.; Geo. W. Atkins, treas.; E. G. Hooker, secy.

WHITE RIVER JUNCTION—State Fair As- sociation. Aug. 30 to Sept. 2. Geo. Ait- kin, Woodstock, pres.; W. B. Hazen, treas.; G. W. Hoffman, secy.

WOODSTOCK—Windsor County Agricultural Society. Sept. 28 to 30.

VIRGINIA.

CLAREMONT—Temperance, Industrial and Prospect Association. Sept. 27 to 29. Prof. J. J. Smallwood, Box 75, also, secy. and treas.

FREDERICKSBURG—R. V. A. & M. S. Sept. 27 to 29. T. McCracken, pres.; S. J. Quinn, secy. and treas.

KILMARNOCK—Chesapeake County Fair. Nov. 3 to 5.

NORFOLK—Virginia State Fair and Agricul- tural Association. Oct. 4 to 8. John Mar- liner, pres.; R. S. Cromwell, treas.; W. E. Dillon, secy.

RICHMOND—Virginia State Agricultural and Mechanical Society.

STAUNTON—Baldwin District Fair Associa- tion. G. Julian Pratt, Waynesboro, secy.

TAPPAHANNOCK—Tidewater County Fair. Sept. 7 to 9.

UPPERVILLE—Upperville County Fair. Sept. 15 and 16.

WINCHESTER—Shenandoah Valley Agricul- tural Society. Oct. 11 to 14. C. B. Rouse, 459 Broadway, New York City, pres.; P. C. Grone, treas.; E. G. Hollis, secy.

WEST VIRGINIA

CLARKSBURG—West Virginia Central Agricul- tural and Mechanical Association. Sept. 6 to 8. C. L. Hickman, pres.; M. M. Thompson, secy.

MIDDLEBOURNE—Tyler County Exposition and Fair Association. Aug. 23 to 26. John W. Lazear, pres.; W. E. Kirchner, treas.; John Riggle, secy.

NEW MARTINSVILLE—Wetzel County Fair Association. Aug. 30 to Sept. 2. S. R. Martin, secy.

PENNSBORO—Ritchie County Agricultural and Fair Association. Sept. 13 to 16. L. P. Wilson, pres.; Dr. G. P. Sigler, treas.; Will A. Strickler, secy.

SHEPHERDSTOWN—Morgan's Grove Fair. Sept. 6 to 9. Dr. A. S. Reynolds, pres.; G. T. Licklider, treas.; R. S. M. Hoffman, secy.

WALTON—Roane County Fair Association. Aug. 30 to Sept. 2. J. J. Riley, secy.

WHEELING—West Virginia Exposition and State Fair Association. Sept. 5 to 9. A. Reymann, pres.; Geo. Hook, treas. and secy.

WASHINGTON.

COLFAS—Whitman County Fruit and Agricul- tural Association. Benj. Burgunder, pres.; A. J. Davis, treas.; Geo. H. Lennox, secy.

MT. VERNON—Skagit County Horticultural Society. Oct. 6 to 8. Capt. D. F. Decatur, pres.; E. K. Matlock, secy. and treas.

NEW WHATCOM—Northwest Fair. Sept. 28 to 30. Mr. Edens, pres.; Chas. Donovan, secy.

NORTH YAKIMA—Washington State Fair Association. Sept. 26 to Oct. 1. J. M. Bax- ter, pres.; Wm. Lee, sr., treas.; Dr. T. B. Gunn, secy.

SOUTH BEND—Pacific County Fair Associa- tion. September. M. Monohon, pres.; F. A. Hazeltin, treas.; T. S. Thorp, secy.

SPOKANE—Spokane Fruit Fair. Oct. 4 to 15. John A. Finch, pres.; Howell W. Peel, treas.; H. Bolster, secy. and manager.

TACOMA—F... County Agricultural and In- dustrial Association.

WISCONSIN.

AMHERST—Portage County Agricultural Soci- ety. Sept. 13 to 16. A. G. Cate, pres.; J. G. Webster, treas.; A. J. Smith, secy.

ANTIGO—Sept. 12 to 14. Kennedy Scott, Rio, secy.

APPLETON—Fox River Fair and Driving Association. Aug. 30 to Sept. 2. H. Pierce, pres.; J. J. Sherman, treas.; W. F. Bar- teau, secy.

ASHLAND—Sept. 7 to 9. R. L. Spencer, secy.

AUGUSTA—Sept. 6 to 9. Dell Allen, secy.

BARABOO—Sank County Agricultural Soci- ety. Sept. 27 to 30. John S. Hall, secy.

BEAVER DAM—Dodge County Fair Associa- tion. Sept. 27 to 30. E. E. Williams, pres.; Danville; H. B. Drabe, treas.; C. W. Har- vey, secy.

BLACK RIVER FALLS—Jackson County Agricultural Society. Sept. 13 to 16. J. A. Bailey, pres.; S. N. Sanedahl, treas.; E. L. Ormsby, secy.

BLOOMINGTON—Sept. 7 to 9.

BOSCOBEL—25th Annual Fair. Sept. 21 to 23. Lou B. Ruka, pres.; F. B. Sarbo, treas.; F. C. Mumey, secy.

CHESTER—Barron County Agricultural Soci- ety. Sept. 6 to 8. W. W. Flinn, pres.; W. A. Kent, treas.; Cameron; Jos. E. Cart- wright, secy.

CHIPPEWA FALLS—Northern Wisconsin State Fair. Sept. 13 to 16. Jas. H. Agen, pres.; W. Superior; W. W. Flinn, treas., Oshkosh; M. S. Bailey, secy.

CHILTON—Eastern Wisconsin Fair. Sept. 12 to 14.

CRANDON—Sept. 13 to 15. Samuel Shaw, secy.

CUMBERLAND—Sept. 14 to 16. H. S. Com- stock, secy.

DURAND—Pepin County Agricultural Soci- ety. Sept. 28 to 30. W. H. Huntington, pres.; W. B. Smith, treas.; W. E. Plum- mer, secy.

ELKHORN—Walworth County Agricultural Society. Sept. 27 to 30. J. B. Johnson, pres.; Geo. L. Harrington, secy.

ELLSWORTH—Oct. 4 to 6. E. S. Doolittle, secy.

FOND DU LAC—Guy Park Fair Association. Sept. 6 to 9. Dr. T. F. Meyheim, pres.; C. L. Hawk, treas.; H. D. Markle, secy.

HORTONVILLE—Outagamie County Fair. Sept. 21 to 23. Dr. John Dey, pres.

HUDSON—Sept. 21 to 23. R. R. Young, secy.

JEFFERSON—Oct. 4 to 7. J. L. Kearney, secy.

KEWAUNEE—Sept. 14 to 17. Jas. Murphy, Carlton, secy.

LA CROSSE—Inter-State Fair. Aug. 29 to Sept. 3. John Dengler, pres.; T. H. Spence, treas.; C. S. VanAuker, secy.

LANCASTER—Grant County Agricultural Soci- ety. Sept. 14 to 16. Delor Abrams, pres.; R. Meyer, Jr., treas.; T. A. Burr, secy.

FENNIMORE—Fennimore Fair. Aug. 31 to Sept. 2. Wm. Rogers, pres.

LODI—Lodi Union Agricultural Society. Sept. 20 to 22. Robt. Steel, pres.; A. R. Reynolds, treas.; A. H. Hinds, secy.

MADISON—Sept. 19 to 23.

MANITOWOC—Industrial Associat'n of Mani- towoc County. Sept. 6 to 9. Chris. Muth, pres.; Chas. Fechter, treas.; Dr. E. R. Flach, secy.

MAUSTON—Juneau County Agricultural Soci- ety. Aug. 29 to Sept. 1. S. A. Plommer, pres.; F. A. Adler, treas.; J. C. Baldwin, secy.

MEDOVI—Sept. 7 to 9. Harvey Brown, Mo- dena, secy.

MENOMINEE—Dunn County Agricultural Society. Sept. 19 to 22. F. A. Vasey, pres.; J. B. Chickering, treas.; Geo. Galloway, secy.

MERRILL—Sept. 5 to 7. J. W. Bruce, secy.

MILWAUKEE—Wisconsin State Board of Agricul- ture. Sept. 19 to 23. J. M. True, Bara- boo, pres.; S. A. Peterson, treas.; M. R. Dovon, Madison, secy.

MONROE—Green County Agricultural Society and Mechanics' Institute. Aug. 31 to Sept. 3. R. A. Etter, pres.; Andrew Lewis, treas.; Frank Smock, secy.

NEILLSVILLE—Clark County Agricultural Society. Sept. 13 to 15. M. C. Ring, pres.; Jas. Redman, treas.; H. H. Heath, secy.

NEW LONDON—Eighth Annual Fair and Race Meeting. Sept. 20 to 23. Aug. Roloff, pres.; E. H. Ranim, treas.; Henry Can- non, secy.

NEW RICHMOND—New Richmond Park As- sociation. Sept. 28 to 30. O. J. Williams, pres.; J. N. McCoy, treas.; J. A. Hughes, secy.

PHILLIPS—Price County Agricultural Soci- ety. Sept. 15 to 17. F. W. Sackett, pres.; Miss Clara Jackson, treas.; Fred. W. Ruff, secy.

Haywood County Fair, BROWNSVILLE, TENN. October 27 to 29.

ZEREDA'S AMUSEMENT VILLAGE
 Consists of Gypsy Camp, African Dodger, Cane Rack, Knife Board, Striker, Plate Board, Bungle- loo, etc., etc. "Everything first-class and legiti- mate." Can be engaged for fairs, carnivals, and all out-door attractions. Will buy large striker.
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PLYMOUTH—Sheboygan County Agricultural Society. Sept. 15 to 17. Henry Wheeler, sr., pres.; E. A. Dow, treas.; Otto Gaffron, secy.

PORTAGE—Columbia County Agricultural Society. Sept. 12 to 15. Geo. Bain, pres.; J. M. Bushnell, treas.; Kennedy Scott, Rio, secy.

RHINELANDER—Oneida County Agricultural Society. Sept. 15 to 17. J. C. Cunan, pres.; B. R. Lewis, treas.; A. M. Rogers, secy.

RICHLAND CENTER—Richland County Agricultural Society. Sept. 27 to 30. H. M. Bock, pres.; J. M. Keys, treas.; W. F. J. Fogo, secy.

SENECA—Sept. 21 to 23. G. B. Mitche's Gay's Mills, secy.

SEYMOUR—Seymour Fair and Driving Park Association. Sept. 29 to Oct. 1. Peter Tubbs, pres.; Wm. Michelstetter, treas.; H. J. Van Wuren, secy.

SHAWANO—Shawano County Agricultural Society. Sept. 26 to 28. H. R. McComb, pres.; Gus. A. Klebesadel, treas.; Louis C. Bold, secy.

ST. CROIX FALLS—Polk County Fair Association. Sept. 21 to 23. Thos. H. Thompson, pres.; H. D. Baker, treas.; Geo. H. Ely, secy.

TOMAH—Eastern Monroe Agricultural Society. Sept. 6 to 8. H. J. Skinner, secy.

TOMAH—W. H. Hineman, pres.; W. W. Warren, treas.

VIROQUA—Vernon County Agricultural Association. Sept. 13 to 16. D. O. Mahoney, pres.; J. W. Mills, treas.; F. N. Alexander, secy.

WANSAN—Marathon County Agricultural Society. Sept. 8 to 10. John Kiefer, pres.; 12 to 14. Geo. D. Bredt, secy.

WANTOMA—Waushara County Agricultural Society. Gilbert Tennant, pres.; J. W. Jettfert, treas.; W. H. Berry, secy.

WHITEHALL—Trempealeau County Agricultural, Industrial and Driving Park Association. Aug. 30 to Sept. 2. H. H. Scott, secy.

WEST BEND—Oct. 4 to 6. Jos. Ott, secy.

WEST SALEM—LaCrosse County Agricultural Society. Sept. 20 to 22. Jesse J. Johnson, pres.; C. H. Hawkins, LaCrosse, treas.; F. H. A. Nye, secy.

WEST SUPERIOR—Douglas County Agricultural Society. Sept. 27 to 30. Jas. H. Agen, pres.; Harry Rogers, treas.; Fred M. Williams, secy.

WEYAUWEGA—Weyauwega County Agricultural Society. Sept. 27 to 30. W. W. Crane, pres.; D. Wafec, treas.; A. L. Hutchinsin, secy.

CANADA.

ALMONTE—North Lanark Agricultural Society. Sept. 27 to 29. Dr. Lynch, pres.; Jas. Robertson, treas.; W. P. McEwen, secy.

ARGYLE—Sept. 30.

BEAUTIFUL PLAINS, (Neepawa)—Oct. 11 and 12.

BELLEVILLE—Bay of Quinte District Fair. Sept. 14 and 15. Col. W. N. Ponton, pres.; J. M. Hurley, mgr. and secy.

BOWMANVILLE—West Durham Agricultural Society. Sept. 15 and 16. John Davey, Leekard, pres., Ontario; W. F. Allen, treas.; M. A. James, secy.

BRANTFORD, ONT.—Brantford Southern Fair. Sept. 17 to 22. C. W. Yapp, pres.; Geo. H. Hakey, secy. and treas.

BROKENHEAD, (Meadow Lea)—Sept. 26 and 27.

BROME CORNER—Brome Fair. Sept. 6 and 7.

CARBERRY—July 21 to 23.

CAYUGA—Haldimand County Fair. Sept. 27 and 28. M. McConnell, pres.; J. W. Shepard, secy.; W. McClung, treas.

CHATHAM—West Kent Agricultural Society. Sept. 27 to 29. M. J. Wilson, pres.; H. G. Fleming, treas.; Henry Robinson, secy.

CLINTON, ONT.—Agricultural Society. Sept. 20 and 21. Wm. Cones, secy.

COLLINGWOOD—Great Northern Exhibition. Sept. 20 to 23. Thos. Robinson, Jr., pres.; W. J. Frame, treas.; J. W. Archer, secy.

CRYSTAL CITY—Oct. 1.

DAUPHIN—Oct. 5.

DUFFERIN, (Carman)—Oct. 6 and 7.

DRUMBO—Blenheim Agricultural Society. Sept. 27 and 28. H. Davidson, pres.; T. S. Teifer, secy. and treas.

ELKHORN—Oct. 2 to 8.

FERGUS, ONT.—Centre Wellington Agricultural Society. Sept. 22 and 23. J. J. Craig, secy.

FLESHERTON—East Riding of County of Grey. Sept. 22 and 23. Thos. Kells, Vandeleur, pres.; R. J. Sproule, secy. and treas.

GILBERT PLAINS—Oct. 1.

GLENWOOD, (Souris)—Oct. 12 and 13.

GODERICH, ONT.—Great Northwestern Exhibition. Sept. 27 to 29. W. F. Clark, pres.; H. L. Watson, treas.; Jas. Mitchell, secy.

HALIFAX, N. S.—Nova Scotia Provincial Exhibition Commission. Sept. 22 to 29. Hon. J. W. Lawley, pres.; D. R. Clarke, Esq., treas.; J. E. Wood, secy.

KEMPTVILLE, ONT.—Oxford Township Agricultural Society. Sept. 29 and 30. John R. Rutherford, pres.; August Buchanan, secy. and treas.

LACHUTE, QUE.—Annual County Fair. Sept. 28 and 29. G. J. Walker, secy.

LINDSAY—Central Fair of Lindsay. Sept. 22 to 24. Johnston Ellis, pres.; Jas. Kerth, secy. and treas.

LONDON, ONT.—The Western Fair Association. Sept. 8 to 17. Col. Wm. Gartshore, pres.; D. Mackenzie, treas.; Thos. A. Brown, secy.

LORNE, (Somerset)—Sept. 29.

KILDONAN—Oct. 4 and 5.

MARKHAM, ONT.—East Riding of York and Markham Agricultural Society. Oct. 5 to 7. G. R. Vanzant, pres.; W. H. Hall, secy. and treas.

MAXVILLE—Lanark North. Sept. 27 to 29.

MILVERTON—Morrington Agricultural Society. Sept. 29 and 30. Wm. Connell, pres.; W. R. Loth, treas.; W. M. Appel, secy.

MINNEDORA, MAN.—Minnedora Electoral Division Agricultural Society. Oct. 6. T. A. Cuddy, secy. and treas.

MORRISBURG, ONT.—Dundas County Fair. Sept. 6 to 8. Thos. Morehouse, pres.; Geo. F. Bradfield, secy. and treas.

MORDEN—Morden Agricultural Society. Sept. 29 and 30. F. J. Hutchison, pres.; John Gilchrist, secy.

NEW WESTMINSTER, B. C.—Provincial and International Exposition of the Royal Agricultural and Industrial Society of British Columbia. Oct. 5 to 12.

NEEPAWA, MAN.—Beautiful Plains Agricultural Society. Oct. 11 and 12. G. S. McGregor, pres.; J. Wemyss, secy. and treas.

NORFOLK, (Austin)—Oct. 5.

OTTAWA, ONT.—Central Canada Exposition Association. Sept. 16 to 24. Wm. Hutchinson, M. P., pres.; T. Cameron Bate, treas.; E. McMahon, secy.

OTTERVILLE—South Oxford and South Norwich Exhibition. Oct. 7 and 8. Alex. McFarlane, secy.

OWEN SOUND, ONT.—Owen Sound Fair. Sept. 29 to 30. A. G. MacKay, secy.

PAISLEY—Center Bruce Fair. Sept. 27 and 28.

PARIS—North Brant Agricultural Society.

PERTH—Lanark South. Sept. 21 to 23. Robt. Smith, of Elmsley, pres.; R. Janneson, treas.; J. G. Campbell, secy.

PETERSBOROUGH, ONT.—Petersborough Central Exposition. Sept. 29 to Oct. 1. Geo. W. Fitzgerald, pres.; W. J. Green, secy. and treas., Box 181.

PICTON, ONT.—Prince Edward County Agricultural Society. Sept. 28 and 29. G. H. Bolton, pres.; Thos. Bog, secy. and treas.

PILOT MOUND—Exhibition. Oct. 4 and 5. T. Steadman, secy. and treas.

PRESCOTT—South Greenvale Agricultural Society. Sept. 20 to 24. John Jackson, pres., Cardinal, Ont.; T. R. Melville, secy.

RAPID CITY—Oct. 7.

RENFREW—South Renfrew Agricultural Society. Sept. 15 and 16. Jas. Carswell, pres.; Robt. M. Laren, secy. and treas.

RICHMOND, ONT.—The County Carleton Agricultural Society. Sept. 13 to 15. John Craig, North Gower, pres.; Wm. McElroy, secy.

ROCKWOOD—Rockwood Fair. Oct. 11 and 12.

SAULT STE. MARIE, ONT.—Annual Sale Exhibition. Oct. 4 and 5. Wm. Brown, secy.

SELKIRK—St. Andrews Agricultural Society. Oct. 5 and 6. Geo. Kingsley, pres.; F. R. Glenwood, secy. and treas.

SHERBROOKE, QUE.—Eastern Township Agricultural Association. Sept. 5 to 10. Hon. John McIntosh, pres.; H. R. Frazer, secy.

SIMCOE, ONT.—Norfolk Union Fair. Oct. 11 to 13. D. B. Palmerton, pres.; J. Thos. Murphy, secy. and treas.

SOREL P. Q.—Agricultural and Athletic Association of Sorel. J. F. F. Boulais, secy.

SPRINGFIELD, (Dugald)—Sept. 28 and 29.

STAYNER, ONT.—Stayner Industrial Association. Oct. 3 to 5. W. B. Sanders, pres.; J. Wilcox, treas.; Archie Hill, secy.

ST. ANDREWS, (Selkirk)—Oct. 5 and 6.

ST. JOHN'S, N. B.—Agricultural Society of City and County of St. John's. Jas. H. Frink, secy.

ST. JOHN, N. B.—International exhibition. Sept. 13 to 23. W. C. Pittfield, pres.; Alex. Macaulay, treas.; Chas. A. Everett, secy.

STRATFORD—Fall Fair. Sept. 22 and 23. W. W. Ballentyne, pres.; John Brown, secy.

THREE RIVERS, QUE.—Three Rivers District Agricultural Association. Aug. 29 to Sept. 2. P. E. Panneton, pres.; Christopher Hebert, secy.

TILSONBURG, ONT.—Oct. 4 to 5. D. T. Smith, pres.; Thos. Brown, secy.

TORONTO, ONT.—Canada's Great Exposition and Industrial Fair. Aug. 29 to Sept. 10. J. J. Withrow, pres.; J. P. Edwards, treas.; H. J. Hill, secy.

TURTLE MOUNTAIN, (Boissevain)—Oct. 13 and 14.

VIRDEN—Dennis County Fair. Oct. 11 and 12. A. G. McDougall, secy. and treas.

WALLACETOWN—Elgin West. Sept. 29 and 30.

WELLESLEY—Wellesley and North East-hope Agricultural Society. Sept. 13 and 14. A. M. Fisher, pres.; Geo. Bellinger, secy. and treas.

WINCHESTER, ONT.—Township of Winchester Agricultural Society. Sept. 13 and 14. Thos. Irving, pres.; S. S. Reveler, secy. and treas.

WINNIPEG MAN.—Winnipeg Industrial Exposition Association. July 11 to 16. Geo. J. Waukon, pres.; F. W. Henbach, secy. and treas.

WOODBRIIDGE, ONT.—Woodbridge Fair. Oct. 18 and 19. Thos. F. Wallace, secy.

WOODLANDS—Sept. 28.

WOODSTOCK—North Riding of Oxford, Blandford and East Oxford Agricultural Society. Oct. 3 to 5. A. R. Patullo, pres.; WOODSTOCK—R. G. Sawtell, secy.

Horse Shows.

BROOKLYN, N. Y.—Horse Show. Brooklyn Riding and Driving Club. J. H. Wallbridge.

KANSAS CITY, MO.—Sept. 17 to 21.

NEWPORT, R. I.—Newport Casino Horse Show. Aug. 29, Sept. 4.

NEW YORK CITY—National Horse Show Association, Madison Square Garden. November.

OMAHA, NEB.—Live Stock Show. Oct. 3 to 30.

ST. LOUIS, MO.—St. Louis Horse Show. Oct. 31. to Nov. 5. John R. Gentry, manager.

Food Shows.

PHILADELPHIA, PA.—Food Exposition. Army of Second Regiment. Wm. Smedley, secy., 145 Tenth st. Nov. 7 to 26.

Dog Shows.

COLUMBUS, O.—Columbus Dog Fanciers' Club.

DALLAS, TEX.—Bench Show. Texas State Fair Association. Sydney Smith, secy. Oct. 1 to 16.

TORONTO, ONT., CAN.—Sept. 5 to 8. M. Frazer, manager.

Poultry Shows.

AURORA, O.—Hamilton County Poultry Show. Dec. 15 to 17.

AUSTIN, TEX.—Austin Poultry and Pet Stock Association. Wm. H. Salgo, secy. Jan. 10 to 13, 1899.

BELLEFONTAINE, O.—Poultry Show. Robt. Roberts, secy. Dec. 19 to 24.

BENNINGTON, KAS.—Ottawa County Poultry Association. Mrs. D. Collister, secy. Nov. 28 to 30.

BELOIT, KAS.—Mitchell County Poultry Association. A. Whitney, secy. Dec. 6 to 10.

BIRMINGHAM, ALA.—Dec. 1898. J. H. McCaffrey, pres.

BLOOMINGBURG, O.—Bloomingsburg Poultry Association. Earl Shaw, secy. Dec. 12 to 17.

BLOOMINGTON, ILL.—Bloomington Poultry Association. J. E. White, secy. Dec. 26 to 30.

BLUFFTON, O.—Consolidated Poultry and Pet Stock Association. D. J. Kohle, secy. Dec. 28 to Jan. 3.

BOONVILLE, IND.—Southwestern Indiana Poultry Club. W. J. Hargrave, secy. Jan. 4 to 7, 1899.

BOSTON, MASS.—Boston Poultry Association. Arthur R. Sharp, secy., Taunton, Mass. Jan. 19 to 23, 1899.

BROCKTON, MASS.—Brockton Poultry Association. W. H. Adams, secy. Nov. 30 to Dec. 3.

BUNKER HILL, IND.—Bunker Hill Poultry Association. S. M. Newby, secy. Dec. 7 to 10.

BUFFALO, N. Y.—Buffalo Poultry Association. Jan. 2 to 7, 1899. E. C. Pease, secy.

CANTON, O.—Canton Poultry and Pigeon Association. J. H. Leeton, secy. Jan. 3 to 6, 1899.

CAINESVILLE, MO.—Cainesville Poultry Association. Mrs. R. O. Woodward, secy. Nov. 14 to 16.

CARC, MICH.—Dec. 21 to 27. F. H. Watson, secy.

CAREY, O.—Carey Fancy Breeders' Club. W. S. Payne, secy. Jan. 16 to 20, 1899.

CEDAR FALLS, IA.—Cedar Falls Poultry Association. H. W. Conrad, secy. Dec. 15 to 17.

CEDAR RAPIDS, IA.—Western Poultry Fanciers' Association. C. H. Piyter, secy. Jan. 16 to 21, 1899.

CHICAGO, ILL.—Illinois State Poultry Association and National Fanciers' Association. Jan. 9 to 14, 1899.

CLEVELAND, O.—Northern Ohio Poultry and Pet Stock Association. L. R. Hunt, secy. Dec. 7 to 15.

CLINTON, MASS.—Clinton Poultry Association. E. J. Harris, secy. Dec. 13 to 16.

COLORADO SPRINGS, COL.—Pike's Peak Poultry Association. Ed. D. Frock, secy. Dec. 28 to 31.

COLUMBUS, O.—Poultry and Pet Stock Show. J. C. Rowe, secy. Feb., 1899.

COTTONWOOD FALLS, KAS.—Chase County P. Association. C. M. Rose, secy. Dec. 27 to Jan. 1.

CRESTLINE, O.—Crestline Fanciers' Association. Nov. 15 to 19.

DALLAS, TEX.—Texas State Fair Association. Sydney Smith, secy. Oct. 1 to 16.

DENVER, COL.—Colorado State Poultry Association. Chas. A. Watson, secy. Jan. 16 to 21, 1899.

DETROIT, MICH.—Michigan State Poultry and Pigeon Association. F. W. McKenzie, secy., Concord, Mich. Jan. 4 to 10, 1899.

DIXON, ILL.—Dixon Poultry Association. H. V. Bardwell, secy. Dec. 6 to 10.

DOWAGIAC, MICH.—Cass County Poultry, Pigeon & Pet Stock Association. E. E. Ailger, secy. Dec. 12 to 16.

ELDORADO, KAS.—Butler County Poultry Association. C. H. Pattison, secy. Dec. 20 to 23.

ELMIRA, N. Y.—Elmira Poultry Association. E. W. Andrews, secy. Jan. 17 to 21, 1899.

ERIE, ILL.—Whiteside County Poultry Association. C. W. McCall, secy. Dec. 19 to 24.

ESSEX, MASS.—Essex County Poultry Association. A. W. Tyler, secy. Jan. 3 to 6, 1899.

FALL RIVER, MASS.—Poultry Show. John Crowther, secy. Dec. 7 to 10.

FITCHBURG, MSAS.—Fitchburg Poultry and Pet Stock Association. Edw. B. Curtis, secy. Dec. 19 to 24.

FORT PLAIN, N. Y.—Mohawk Valley Poultry and Pet Stock Association. Dec. 11 to 14. J. H. Fuller, secy.

GARDEN CITY, KAS.—Garden City Poultry and Pet Stock Association. Sept. 13 to 16. A. S. Parson, secy.

GRAND RIDGE, ILL.—Grand Ridge Poultry Association. T. E. McMullan, secy. Jan. 3 to 6.

GREELEY, COL.—Poudre Valley Poultry Association. C. R. Beckley, secy. Dec. 26 to 29.

HAGERSTOWN, MD.—Oct. 18 to 21. John L. Cost, supt.

HAMPTON, IA.—Northern Iowa Poultry Association. C. W. Brotherton, secy. Nov. 23 to 26.

HARTFORD, CONN.—Poultry Show. F. M. Merritt, secy. Dec. 5 to 10.

HAVERTHILL, MASS.—Merrimac Valley Poultry Association. Geo. G. Greenman, secy. Dec. 22 to 29.

HENRY, ILL.—Illinois Valley Poultry Association. R. Freese Burt, secy. Jan. 31 to Feb. 3.

HUTCHISON, KAN.—Hutchison Poultry Association. Geo. C. Reitz, secy. Dec. 20 to 24.

HOOPESTON, ILL.—Hooperton Poultry Association. F. H. Ayres, secy. Dec. 12 to 17.

INDIANAPOLIS, IND.—State Poultry Association. Thos. W. Pottage, secy. Jan. 9 to 14, 1899.

INDEPENDENCE, MO.—Independence Poultry Association. Wm. Bostain, secy. Nov. 30 to Dec. 3.

JACKSONVILLE, ILL.—Central Illinois Poultry Association. Chas. Reynolds, secy. Dec. 19 to 24.

JOHNSTOWN, N. Y.—Adirondack Poultry and Pet Stock Club. Nov. 23 to 26. H. J. Quilhot, secy.

KINGFISHER, OKLAHOMA—Central Oklahoma Poultry Association. H. F. Stephenson, secy. Jan. 16 to 21.

KINGSTON, MO.—Northwest Missouri Poultry Association. R. V. Glenn, secy. Nov. 24 to 26.

KEOTA, IA.—Keota Fanciers' Association. W. S. Gregory, secy. Nov. 18 to 19.

LINCOLN, ILL.—Logan County Poultry and Pet Stock Association. Jan. 10 to 13, 1899. F. A. Hickman, secy.

LA PLATA, MO.—Northern Missouri Poultry Association. E. M. Durham, secy. Nov. 29 to Dec. 2.

LE MARS, IA.—Plymouth County Poultry and Pet Stock Association. G. A. C. Clark, secy. Jan. 24 to 27, 1899.

LOGANSPOUT, IND.—North Central Indiana P. Association. Sol. D. Braut, secy. Jan. 18 to 25.

LOUISVILLE, KY.—Kentucky State Poultry Association. W. J. Druien, secy. Jan. 16 to 21, 1899.

LOUISVILLE, KY.—Poultry Show. W. H. Adams, secy. Nov. 30 to Dec. 3.

MACOMB, ILL.—McDonough County Poultry Association. Chas. W. Griffin, secy. Dec. 12 to 17.

MANHATTAN, KAS.—Manhattan Poultry Association. S. J. Norton, secy. Dec. 1 to 3.

MCCOOK, NEB.—McCook Poultry Association. J. S. Le Hew, secy. Feb. 6 to 9, 1899.

MEMPHIS, TENN.—Mississippi Valley Poultry Association. Jan. 3 to 7, 1899. C. R. Barr, 194 2d st., secy.

MEXICO, MO.—Missouri S. P. Association. Emma T. Foster, Borland, Mo., secy. Dec. 13 to 17.

MIAMISBURG, O.—Nov. 29 to Dec. 5. Anthony Herzog.

MILFORD, MASS.—Norfolk County Poultry Association. W. A. Fyne, secy. Dec. 13 to 16.

MILFORD, N. H.—Milford Poultry and Pet Stock Association. E. B. Burns, secy. Jan. 30 to 13, 1899.

MONTGOMERY CITY, MO.—Montgomery City Poultry Association. Miss Lou Barker, secy. Nov. 17 to 19.

NASHVILLE, TENN.—Nashville Poultry Association. J. M. Hopkins, secy. Jan. 10 to 14.

NEW ALBANY, IND.—Southern Indiana Poultry Association. Frank Heck, secy. Jan. 2 to 7.

NEWBURG, N. Y.—Walkill Valley Poultry, Pigeon and Pet Stock Association. W. Q. Minturn, secy., Warwick, N. Y. Jan. 17 to 19, 1899.

NEW HAVEN, CONN.—New Haven Poultry Association. M. S. Kirkwood, secy. Dec. 28 to 31.

NEW LONDON, CONN.—Eastern Connecticut Poultry Association. C. B. Smith, secy. Dec. 14 to 17.

NEW ORLEANS, LA.—Louisiana P. S. Association. Geo. A. Eyrich, box 714, sta. C., New Orleans, La., secy. Feb. 11 to 15, 1899.

NEW YORK, N. Y.—New York Poultry and Pigeon Association. H. V. Crawford, secy., Montclair, N. Y. Jan. 31, Feb. 4, 1899.

NORTH MANCHESTER, IND.—North Manchester Poultry Association. Jan. 8 to 14.

NORTH YAKIMA, WASH.—Poultry Show. Harry H. Collier, secy. Sept. 26 to Oct. 1.

OAKLAND, CAL.—Oakland Poultry Association. F. A. Boswell, secy., Lorin, Cal. Dec. 5 to 10.

OKLAHOMA CITY, O. T.—Oklahoma State Poultry Association. Jan. 2 to 6, 1899. L. F. Laverty, secy., Guthrie, O. T.

OMAHA, NEB.—Nebraska Poultry Association. E. A. Pegler, secy., Lincoln, Neb. Sept. 19 to Oct. 1.

OSKALOOSA, IA.—Iowa State Poultry Association. C. C. Harris, secy. Jan. 2 to 7, 1899.

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J. TOM. CARTER, Secretary, Glasgow, Ky.

PAINESVILLE, O.—Painesville Poultry, Pigeon and Pet Stock Association. Jan. 23 to 26, 1899. C. W. Hadden, secy.

SAN FRANCISCO, CAL.—Irish Fair. Aug. 29, three weeks. L. W. Budley, mgr.

OSKALOOSA, IA.—Sept. 12 to 15. OTTAWA, ONT., CANADA—Central Canada Turf Club. Oct. 3 to 8.

CEDAR RAPIDS, IA.—Carnival. E. R. Shaw, secy. September. CHAUTAUQUA LAKE, N. Y.—American Association of Librarians, 1898. Melville Dewey, secy., Albany, N. Y.

Races.

ALAMEDA, CAL.—Alameda Driving Association. A. O. Gott, secy. July 4 and Sept. 9.

CONVENTIONS, Fetes, Celebrations, Etc. Under this heading we publish free of charge the dates of all notable events, which are likely to attract large concourses of people to any one particular city and for this reason prove of importance to advertisers, showmen, streetmen, general passenger agents, etc.

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Expositions.

CLINTON, ONT., CANADA—Horticultural Society Exhibition. Aug. 30 to Sept. 2.

LOUISVILLE, KY.—Recess. Sept. 26 to Oct. 1. LYNBROOK, L. I.—Summer Carnival. Lynbrook Driving Park. Sept. 13 to 17. R. L. Davis, secy.

ASHEVILLE, N. C.—National Liquor Dealers' Protective Association. Oct. 10 to 15.

MEMBER I. A. OF D. ESTABLISHED 1877

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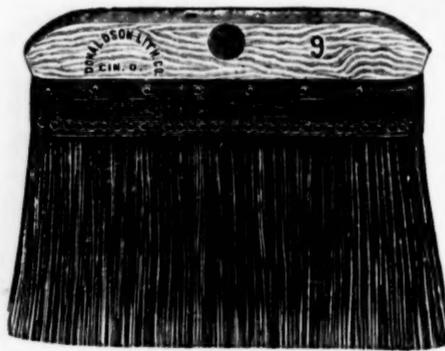
- CONCORD, N. H.—Patrons of Husbandry National Grange. John Trimble, 514 F. st., Washington, D. C., secy. November, 1898.
- COUNCIL BLUFFS, IA.—Missouri Valley Medical Association. Sept. 22.
- DAYTON, O.—Fairview Park. Jas. Granbaum, Mgr.
- DAYTON, O.—Southern Diocese of Ohio Convention. Bishop Vincent, Chairman, Cincinnati, O.
- DECATUR, ILL.—Corn Festival. Oct. 22 to 29.
- DENVER, COL.—Roadmasters' Association of America. Summer of 1898.
- DENVER, COL.—American Bankers' Association. Sept. 1.
- DENVER, COL.—Railroad Commissioners. 1899.
- DENVER, COL.—National Dairy Commissioners' Association. August.
- DENVER, COL.—National Editorial Association. Sept. 6 to 10.
- DETROIT, MICH.—National Tobacco Workers' Union. E. Lewis Evans, 422 Granite Block, St. Louis, Mo., secy. Sept. 26, 1898.
- DETROIT, MICH.—National Evangelization Union. 1898. Rev. F. Mason, secy., North New York.
- DETROIT, MICH.—Amalgamated Association of Iron and Steel Workers. May, 1899. John Williams, Pittsburg, Pa., secy. and treas.
- DETROIT, MICH.—National Canned Goods Packers' Association, Canning Machinery and Supplies Association. February, 1899.
- DETROIT, MICH.—International Association of Coupon Ticket Agents. September, 1898.
- DURHAM, N. C.—Pharmaceutical Association. May, 1899. H. R. Horne, Fayetteville, N. C.
- FLUSHING, N. Y.—Order of American Firemen. Sept. 13 and 14.
- FREDERICK CITY, MD.—United Brethren Church of United States and Europe Centennial Celebration. 1901.
- FT. WAYNE, IND.—North Indiana Teachers' Association. April, 1899. W. C. Bellman, Hammond, Ind., pres.
- FT. WORTH, TEXAS—Farmers' National Congress. John M. Stahl, 4318 Laughly av., Chicago, Ill., secy. Dec. 6 to 14, 1898.
- GRAND RAPIDS, MICH.—State Firemen's Convention. 1899. Geo. L. Gray, secy. and treas., La Peer, Mich.
- GRAND RAPIDS, MICH.—Railroad Master Blacksmiths' National Convention. 2nd Tuesday September, 1898. D. D. Garbrandt, secy., Atchison, Kas.
- GRAND RAPIDS, MICH.—Pythian Grand Lodge. 1899.
- GREELEY, COL.—State Federation of Clubs. Oct. 11 and 12.
- GUADENHUTTEN, O.—Centennial Celebration. September.
- HARRISBURG, PA.—Traveling Men's Club. February, 1899. Fred L. Morganthaler, secy.
- HALIFAX, N. S.—Dominion Educational Association. August.
- HAMILTON, N. Y.—Mystic Order of Veiled Prophets. Oct.
- HARRISBURG, PA.—State Convention of Christian Endeavorers. Oct. 4 to 9.
- HARRODSBURG, KY.—Mexican Veterans' Meeting. Sept. 20.
- HOLYOKE, MASS.—Pharmaceutical Society. June, 1899. Jas. F. Guerin, Worcester, secy.
- HOT SPRINGS, ARK.—Pharmaceutical Association. May 9, 1899. John B. Bond, Jr., Little Rock, secy.
- INDIANAPOLIS, IND.—Convention Improved Order of Red Men. Sept. 13, 1898.
- INDIANAPOLIS, IND.—National Laymen's Convention. M. E. Church, October, 1898.
- INDIANAPOLIS, IND.—National Convention Epworth League. 1899.
- INDIANAPOLIS, IND.—National Prison Congress. September, 1898.
- INDIANAPOLIS, IND.—International Bill Posters' Association of the United States and Canada. July, 1899.
- INDIANAPOLIS, IND.—Pharmaceutical Association. Feb., '99.
- INDIANAPOLIS, IND.—National Prison Congress. October.
- ISLES OF SHOALS, N. H.—Pharmaceutical Association. Sept. 6.
- JEFFERSON CITY, MO.—Pharmaceutical Association. June 6, 1899. H. M. Whelpley, St. Louis, secy.
- JUNCTION CITY, KAS.—G. A. R. Association. Sept. 8 to 10.
- KANSAS CITY, MO.—Colored Baptists. September, 1898.
- KANSAS CITY, MO.—American National Baptist Convention.
- KANSAS CITY, MO.—National Harness Manufacturers' and Dealers' Protective Association. Sept. 13 to 15.
- KANSAS CITY, MO.—American Federation of Labor. December, 1898. Frank Morrison, secy.
- KANSAS CITY, MO.—Missouri and Kansas Short-Horn Breeders' Association. Feb. 15, 1899. W. B. Brush, secy., Station A, Kansas City, Mo.
- KANSAS CITY, MO.—National Building Trades Council, 1898. W. H. Steinbiss, secy., St. Louis, Mo.
- LAWRENCE, KAN.—Pharmaceutical Society. May, 1899. F. A. Snow, Topeka, secy.
- LEBANON, PA.—Firemen's Convention and Tournament. Oct. 3 to 8.
- LOS ANGELES, CAL.—Women's Christian Temperance Union. November.
- LOUISVILLE, KY.—T. P. A. Convention. 1899. Charles R. Duffin, national pres., Terre Haute, Ind.; Louis T. Le Beaume, secy., St. Louis.
- LOUISVILLE, KY.—Louisville Columbian Association. W. H. Adams, secy. Nov. 30 to Dec. 3.
- MACON, GA.—Grand Lodge of Masons. Oct. 25. W. A. Wolbin, secy.
- MACON, GA.—Diamond Jubilee Carnival. October.
- MANCHESTER, N. H.—Christian Endeavor Reunion. Oct. 3 to 5.
- MARSHALLTOWN, IA.—Free Silver Party Convention. Sept. 7.
- MAYSVILLE, KY.—Grand Encampment, Odd Fellows. May, 1899.
- MEXICO—Independence Celebration. Sept.
- MEXICO, MO.—State Industrial Exposition. Dec. 12 to 17, 1898.
- MILWAUKEE, WIS.—National Hardware Association. Nov. 16, 1898.
- MILWAUKEE, WIS.—National Brotherhood of Locomotive Engineers. 1899.
- MILWAUKEE, WIS.—Western Gas Association. 1899.
- MILWAUKEE, WIS.—National Elsteddfod. January, 1899.
- MOUNT VERNON—Anniversary Celebration of Washington's Death Day, by Masonic Fraternity. (Estimated attendance, 10,000.) Dec. 14, 1899.
- NEW ORLEANS, LA.—Brotherhood of R. R. Trainmen. May, 1899.
- NEW ORLEANS, LA.—National Association of Master Plumbers. 1899.
- NEWPORT NEWS, VA.—Virginia State Firemen's Convention. September.
- NEW YORK CITY—United Brotherhood of Carpenters and Joiners of America. P. J. McGuire, Box 884, Phila., Pa., secy. Sept. 3, 1898.
- NEW YORK CITY—National Sanitary Association. Thos. E. Neal, (Board of Health Office), Atlanta, Ga., secy. December, 18.8.
- NEW YORK CITY—Luther League of America. Walter T. Voegel, 186 Ross st., Brooklyn, N. Y. Oct. 18 to 20.
- NEW YORK—Grocers' Exhibition. October. J. W. Callahan, Managing Director.
- NEW YORK CITY—Society of the Cincinnati. May, 1899.
- NIAGARA FALLS—Pan-American Exposition. May 1 to Nov. 1, 1899. R. C. Hill, secy., Buffalo, N. Y.
- NORTH ADAMS, MASS.—Federation of Labor. Aug., '99.
- NORTHPORT, ME.—State Convention, Epworth League. Sept. 7 to 9.
- NORTH YAKIMA, WASH.—Pharmaceutical Association. Sept. 26 to 28, '98. W. St. John, secy., Tacoma.
- OKLAHOMA CITY, OKLA.—Pharmaceutical Association. 1899. Edwin DeBarr, Guthrie, Okla., secy.
- OMAHA, NEB.—United States Bee Keepers' Union. Oct.
- OMAHA, NEB.—Supreme Council, Ancient and Accepted Scottish Rite, Southern and Western Masonic Jurisdiction. October, 1898.
- OMAHA, NEB.—Sons of Veterans' National Encampment. September, 1898. Charles K. Darling, Commander-in-Chief.
- OMAHA, NEB.—National Eclectic Convention. 1898.
- OMAHA, NEB.—National Road Parliament. 1898.
- OMAHA, NEB.—Louisiana Press Association. 1898.
- OMAHA, NEB.—Surgical and Genealogical Association. Dec. 26 to 29. G. H. Simmons, secy., Lincoln, Neb.
- OMAHA, NEB.—American Association of nass, secy., Brownville, Neb. Oct. 26, 1898.
- OMAHA, NEB.—American Maize Propaganda. B. W. Snow, secy., Chicago, Ill. October.
- OMAHA, NEB.—National Council of Women. May Wright Sewall, pres., Indianapolis. Oct. 24 to 29.
- OMAHA, NEB.—Liberal Congress of Religions. Rev. Jenkins L. Jones, 3939 Langley ave., Chicago, Ill. Oct. 18 to 25.
- OMAHA, NEB.—National Household Economic Association. Miss Ellen F. Marshall, secy., 1882 W. 22d st., Chicago. Oct. 17.
- OMAHA, NEB.—Congress of Social Economics. Victor Rosewater, secy., Omaha, Neb. Sept. 12 to 17.
- OMAHA, NEB.—Congress of Christian Activities. Rev. F. A. Warfield, of Omaha, chairman. September.
- OMAHA, NEB.—Grand Lodge, K. of P. Oct. 11. Will H. Love, Lincoln, Neb., secy.
- OMAHA, NEB.—National Funeral Directors' Association. Oct. 12. Chas. W. Nully, Philadelphia, Pa., secy.
- Dental Examiners. Sept. 2 and 3. Chas. A. Meeker, 29 Fulton street, Newark, N. J., secy.
- OMAHA, NEB.—National Association of Dental Faculties. Sept. 2 and 3. Dr. J. H. Kennedy, St. Louis, Mo., secy.
- OMAHA, NEB.—Annual Convention American Cemetery Superintendents. Sept. 12 to 17. Frank Eurich, Detroit, Mich., secy.
- OMAHA, NEB.—Nebraska State Association Funeral Directors. Sept. 12 to 14. Peter Bell, Norfolk, Neb., secy.
- OMAHA, NEB.—Trans-Mississippi Fruit Festival Association. June 1 to Nov. 1. G. W. Hervey, secy.
- OMAHA, NEB.—American Association of Farmers Institute Managers. October. F. W. Taylor, secy.
- OSKALOOSA, IA.—Iowa Friends' Church Yearly Meeting. Sept. 6 to 13.
- OTTAWA, KAS.—American Public Health Association. September, 1898. Dr. C. O. Probst, secy., Columbus, O.
- OTTAWA, ONT., CAN.—American Public Health Association. Sept. 27.
- OTTAWA, ONT., CANADA—Allied Printing Crafts Union. June, 1899.
- PARIS, FRANCE—National Editorial Association. 1900.
- PHILADELPHIA, PA.—Pharmaceutical Association. June, '99. J. A. Miller, secy., Harrisburg, Pa.
- PHILADELPHIA, PA.—National Association of Agricultural Implements and Vehicle Manufacturers. September. W. P. Molan, secy.
- PHILADELPHIA, PA.—Food Show. Second Regiment Armory. Autumn, 1898.
- PHILADELPHIA, PA.—International Commercial Congress. June, 1899.
- PITTSBURG, PA.—International Astronomical Congress. May, 1900. C. W. Scovill, secy.
- PITTSBURG, PA.—Grand Encampment of Knights Templars. 2d Tuesday in October, 1898. W. B. Melish, Fr. Junior Warden.
- PITTSBURG, PA.—Young Men's Republican Tariff Club. Sept. 7.
- PITTSBURG, PA.—Biennial Convention of the Knights and Ladies of Honor of Pennsylvania. 1899. Grand secy., Fred Voelcker, Philadelphia.
- PITTSBURG, PA.—American Association of Obstetricians and Gynecologists. Sept. 20 to 25.
- PORTLAND, ME.—Maine Musical Festival. Oct. 10 to 12.
- PORTLAND, ORE.—Pharmaceutical Association. Oct., 1898. A. W. Allen, secy.
- RICHMOND, VA.—Association of Railway Superintendents of Bridges and Buildings. Oct. 15.
- ROCK ISLAND, ILL.—Union Veterans' Union. 1898. Gen. H. L. Street, Commander-in-Chief, Washington, D. C.
- SAN FRANCISCO, CAL.—Northern Baptist Convention. 1899.
- SARATOGA, N. Y.—Republican State Convention. Sept. 25.
- SEDALIA, MO.—German-American Day. Sept. 22.
- SHELBYVILLE, IND.—Southern Indiana Teachers' Association. March, 1899.
- SPRINGFIELD, ILL.—Illinois Sheep Breeders' Association. Nov. 16 to 18. John G.
- SPRINGFIELD, MASS.—State Encampment G. A. R. 1899.
- SPRINGFIELD, O.—Master Plumbers' Convention. 1899.
- ST. LOUIS, MO.—Wholesale Drug Association National Convention. October, 1898.
- ST. LOUIS, MO.—Carriage Builders' National Association. September, 1898. H. C. McLearn, secy., Wilmington, Del.
- ST. LOUIS, MO.—Independent Order of Red Men. March, 1899.
- ST. LOUIS, MO.—American Fire Chief's Association. Oct. 18.
- ST. LOUIS, MO.—Grand United Order of Odd Fellows. Geo. E. Temple, 2341 Washington st., secy. Oct. 4, 1898.
- ST. LOUIS, MO.—Jewish Fair and Bazaar. Autumn, '98.
- ST. LOUIS, MO.—State Convention of Good Roads. Nov., '98.
- ST. LOUIS, MO.—Cattlemen of United States, Canada and Mexico. Autumn.
- ST. LOUIS, MO.—Elks' Convention. 1900.
- ST. PAUL, MINN.—Minnesota Retail Hardware Association. J. W. Clark, secy., Minneapolis, Minn. 1899.
- ST. PAUL, MINN.—Master Car and Locomotive Painters' Association. Sept. 13 to 16.
- SYRACUSE, N. Y.—State Wine, Liquor and Beer Dealers' Association. Sept. 13 to 15.
- SYRACUSE, N. Y.—Semi-Centennial. Oct. 11 to 17, 1898.
- TERRE HAUTE, IND.—State G. A. R. Encampment. 1899.
- TOLEDO, O.—Letter Carriers' National Convention. Sept. 5, 1898.
- TOLEDO, O.—Ohio Bill Posters' Association. May 9, 1899.
- TOLEDO, O.—Ancient Order of Hibernians. April, 1899.
- TOLEDO, O.—Grand Army of the Tennessee. 1898.
- TOPEKA, KAN.—State Dairy Convention. Nov. 16 to 18.
- TORONTO, CAN.—Brotherhood of Locomotive Firemen of N. America. 1899.
- UTICA, N. Y.—State Convention of Y. P. S. C. E. Oct.
- VANCEBURG, KY.—Junior Order of United American Mechanics. 1899.
- WASHINGTON, D. C.—Episcopal Church Convention. October, 1898.
- WASHINGTON, D. C.—Knights of Malta Annual Convention. Oct. 17 to 21.
- WATERLOO, IA.—Farmers' National Encampment Association. Sept. 19 to 30.
- WHEELING, W. VA.—Reunion of the Society of the Army of West Virginia. September, 1898.
- WORCESTER, MASS.—American Antiquarian Society. Chas. A. Chase, secy. October, 1898.

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This brush is manufactured especially for us, and is fully warranted. It is the cheapest GOOD Brush you can find anywhere.

PRICES.

8 inch, \$2.25 each.
9 inch, 2.75 each.
10 inch, 3.00 each.



This is our celebrated

"UNEXCELLED"

The Best Paste Brush made. Popular everywhere on account of its great durability.

PRICES.

8 inch, \$2.75 each.
9 inch, 3.00 each.
10 inch, 3.25 each.

SEND YOUR ORDERS TO

The Donaldson Litho. Co., Cincinnati.

SOLE WESTERN AGENTS FOR THE
CELEBRATED WIRE BOUND BRUSH.

Jointed Magnetic Hammers

Just the thing for Card Tackers.



The hammer is a true magnet which will never wear out or lose its magnetic power. The jointed handle and mechanical device on the side, which holds the card or tin sign, enables you to get your work up high—away above the reach of mischievous kids.

Donaldson Lith. Co., Cincinnati, O.

DEAR SIR: I received from you a few days ago a Magnetic Hammer in good condition. I have used the same and find it to be the finest article for putting up signs that I have ever used. Yours truly,

FLEISCHMAN & CO., Gardner, Mass.
W. P. BARBER, Agt.

- SAVES CLIMBING.
- SAVES WORK.

Enables you to give your clients first-class permanent service.

PRICES:

36-in. handles, 2 sections, \$2.00
42-in. handles, 3 sections, \$2.50

DONALDSON LITHO CO. Sole Agents,
CINCINNATI.

CASH MUST ACCOMPANY ORDER. NOX SENT C. O. D.

BEST Plant on the S. E. Coast.

BERNARD OWNS SAVANNAH, GA.

Office, 19 Congress Street, E.

Have bought the interest of my partner, will increase the capacity, strengthen the working force, and continue to give only first-class service. J. E. Campos, I. A. D. member, in same office, is authorized to transact business for me. Chas. Bernard.

A.
B.
P.
A.

We take special pleasure in announcing that we have been elected to membership in the International Association of Distributors at Dunmore and SCRANTON, PA. and we will guarantee to uphold the dignity of the Association at all times. Our work can be depended on. REESE & LONG.

J. GARLICK,

City Bill Poster, Distributor

AND ADVERTISING SIGN PAINTER,
633 Commercial Place,
New Orleans.

AKER & KENNEDY, Reliable Billposters and Distributors, Iron River, Wis. They cover Bayfield, Douglas and Ashland Counties. Write them

J. H. GROVE, CITY BILL POSTER AND DISTRIBUTOR. All work guaranteed. MARIANNI AND RAGO CITY, ARK.

M. K. WALKER, BRADFORD, MCKEAN COUNTY, PENN. Does honest distributing in Bradford. Population 18,000. References, all leading Druggists. Give him a trial.

PUEBLO, COLO. I am still distributing, still doing good work at the same old stand. JESSE MITCHELL.

A. E. DREIER,

Distributor

And
Sign Tacker,
BURLINGTON, IA.

First-Class Work Only.
Sole Member I. A. D.

SAY FRIENDS!

If people will read my advertisement in this paper, they will surely read yours when posted in good locations or when distributed properly. We guarantee all work. No boys, but men with fifteen years experience. Capacity for County of Appanose, 2,000. For Posting 3,000. Signs, Bills, Circulars or Samples, 10,000. Write for prices and route list. Yours respectfully, ROOT & FRINK, Appanose County Bill Posters CENTERVILLE, IOWA.

REMEMBER THE GAIN

IF WE DO YOUR DISTRIBUTING,

The Owen Distributing Service

91 SHELBY ST., DETROIT, MICH.

Members I. A. of D.

WHEN YOU GET AROUND TO

NEW CASTLE, PA.,

Population 35,000.

JUST SEND IT TO J. C. LOVING,

City Bill Poster and General Out-Door Advertiser.

Member International Association of Distributors.

WHEN YOU WISH TO

DISTRIBUTE CINCINNATI

SEND THE MATTER TO

Steinbrenner's

Distributing Agency,

519 Main Street, Cincinnati, O.

And the work will be done carefully, thoroughly and honestly.

Service Guaranteed by the International Association of Distributors.

I have no billboards, no signs, to divide my attention. I am not compelled to spread myself out so thin that I cover nothing thoroughly. On the contrary, I devote myself exclusively to distributing. Distributing is my sole business, my only occupation. I have reduced it to an exact, orderly, systematic and legitimate trade. I claim to do the best distributing that is done in Cincinnati.

I know who are the best distributors all over America. If you want any state or section covered, write me about it. I contract for the entire United States and Canada.

VALLE & BRO. Advertising Co., Arroyo, Cameron Co., Tex. Distribute circulars, tack up signs, etc. Brownsville, Tex., 7,000; Matamoros, Mex., 11,000; Hidalgo, Tx. and Reynosa, Mex., 4,000. Member of Molton Adv. Co., International Association of Distributors, United Manufacturers Publishing Advertising Co. Furnishes good references.

Brantford, Ontario, Can. Pop. 17,000 County, 50,000 C. M. SMITH & CO. Members I. B. P. A. and I. A. of D.

KOERNER DISTRIBUTES.

If you are going to cover this section with advertising matter of any kind this fall, we would be pleased to hear from you.

Pop. 12,000.

W. R. KOERNER, Marietta, O.

Send for Samples of Bill Poster's

LETTER HEADS.

CROSS PRINTING CO., CHICAGO.

DE VAUGHN BROS., DISTRIBUTORS, McDONOUGH COUNTY, BUSHNELL, ILL.

LETTER PATTERNS.

Send 25 cents in currency, and I will send you by return mail, post-paid, an Up-to-Date Sample Alphabet, either 2, 4 or 6 inches, your choice. This alphabet is cut from tough strawboard ready to work from, and is to be used as a pattern and not as a stencil.

A full stock of Up-to-Date Letter Patterns, different styles, carried.

For \$3.00 I will send by express a set of ten alphabets and four sets of numerals, different styles, from two inches to ten, suitable for making almost any kind of a sign. Any person, who can handle a brush can make a respectable sign by their aid. They are just what bill posters need for marking dates on posters, and for lettering. Remember they are ready to work from. Circulars free.

R. H. FORGRAVE,
PICKERINGTON, OHIO.

A Big Winner.

The New Hollow Back Glass Letters in transparent white silver and lemon gold are what advertisers want.

They Are Entirely New.

Cost a little more than the old kind of letters, but they are worth more. Always bright; no tarnish. Send 50 cents for prepaid samples, which amount is credited on first \$10.00 of orders. No free samples.

THE ART GLASS SIGN CO.,

Bellaire, Ohio.

HARKNESS BILL... POSTER.

New Boards. Locations the Best.

STOCKTON, CAL.

HUTCHINSON, KAS. Population, 10,000.

W. A. LOE, City Bill Poster, controls all the billboards. Bill posting, distributing and tacking solicited. Office, 102 Opera House Block.

DAYTON, O. MONTGOMERY COUNTY ADVERTISING CO.

Distributors, Sign Tackers and Gen'l Advertisers.

Members of the International Ass'n of Distributors. JAS. B. MCCONNOR, Manager.

DUBUQUE, IOWA. POPULATION 50,000.

Arthur Leonard, Mgr. 175 W. Locust St.

Distributing, Sign Tacking. Honest work guaranteed. All work personally supervised. Contracts taken for city and state.

THE MANHATTAN

PRESS-CLIPPING BUREAU.

ARTHUR CASSOT, Manager.

NEW YORK. LONDON.

(Kuickerbocker Building)

Cor. 5th Ave. and 14th St., New York.

Will supply you with all personal reference and clippings on any subject from all the papers and periodicals published here and abroad. Our large staff of readers can gather for you more valuable material on any current subject than you can get in a life-time.

TERMS: 100 clippings, \$5.00; 250 clippings, \$12.00; 500 clippings, \$22.00; 1,000 clippings, \$40.00.

JOHN T. WILLIAMS

SECRETARY AND MANAGER,
Northwestern Bill Posting Co.

H. F. TODD, ASSISTANT MANAGER.

MEMBER OF THE INTERNATIONAL ASSOCIATION OF DISTRIBUTORS.

346 MORRISON ST.,
POP. 90,000.

PORTLAND, ORE.

CINCINNATI.

The Queen City of the West, is all right. Times are good. Factories all running, and mills working overtime. The people are prosperous. They have their debts all paid up and are ahead of the game. Amusements are being well patronized, which is a sure indication that times will be good this fall.

IT WILL PAY TO ADVERTISE CINCINNATI NOW. WRITE TO

The John Chapman Co.

19 LONGWORTH ST., CINCINNATI



BILL POSTERS,
AD. SIGN
PAINTERS
AND
DISTRIBUTORS

We can convince the most skeptical agent in America that our Ad. Sign and Painted Bulletin Service is far and away the best in Cincinnati. All we require is a horse and buggy, and an hour of your time. Every one of our bulletin boards is conspicuously placed on thoroughfares, car lines, and boulevards. It will pay you to look into the many merits of this department of our business.

E. M. FRITZ BILL POSTING AND DISTRIBUTING OSKALOOSA, IOWA.

In offering the services of the
**United Press
News Bureau**

We beg to announce that we have succeeded to and united the several business interests heretofore conducted by the Register Press Clipping Bureau, the Press Cutting Co., the United Press Clipping Bureau, and the E. S. Morrison Press Clipping Bureau.
We are now occupying a space of eight large offices.
With a carefully trained force of proficient readers,
And have an exchange list that thoroughly covers every section of the United States and Canada.
We feel no hesitancy in asserting that we can fill any order entrusted to us.
Service equal to the best at a price as low as he lowest.
New customers we will serve on trial for two weeks, without charge, provided that if we get an order we charge from the start.
We solicit your patronage.
Respectfully,
**United Press News Bureau,
134 VAN BUREN ST.,
CHICAGO.**

MEMPHIS, TENN.
VAN BEUREN & CO.,
Bill Posters and Distributors. 43 GAYOSO ST.

**ALLEN'S
PRESS
CLIPPING
BUREAU** Deals in all kinds of
NEWSPAPER
INFORMATION.
Advance reports on
all contract work.
Main office, 510 Mont
gomery street,
SAN FRANCISCO.

Bill Posters and Distributors SHOULD OWN EITHER A **WAGON OR CART**

You can get a wagon built by a village blacksmith, and doubtless, too, you could get a saddler to make you a pair of shoes, but what is the use when you can go to a firm who make a specialty of the very thing you want? We can give you a better vehicle for half the price you will pay at home.
Bill Posters' Push Cart.



JOHN H. MICHAEL,
Manufacturer Bill Posters' Vehicles,
225, 227, 229 East 8th St., CINCINNATI, O.
We have just completed a new distributor's wagon. It is a marvel of convenience and utility. Photos free to illustrate your purchase.

FRANK LITTLE & SON, Bill Poster and Distributor. PORTLAND, MICH. Pop. 2,000.

**Wilmington Bill Posting
and Distributing Co.,
WILMINGTON, DEL.
POPULATION OF CITY, 75,000.**

JESSE K. BAYLIS, } PROPRIETORS
GEO. W. JACKSON, }
OFFICE: GRAND OPERA HOUSE.

TAMAQUA, PA. Pop. 8,000. Bill Poster, Distributor and Sign Tacker. Geo. A. Jacobs, L. B. 446. Member I. A. of D.

REMEMBER, RED BANK, N. J.
And don't fail to send your matter to L. O. Summersett, Manager of The Evans & Summersett Advertising Co. The honest distributors. Members I. A. of D. Remember the name, L. O. Summersett.
BOX 809 RED BANK, N. J.



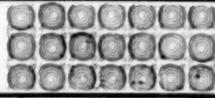
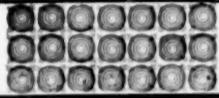
We Want Distributors.

Send for our proposition to furnish you a specially designed letter head, half tone cuts or any kind of engraved work. No expenditure of cash. Any distributor can earn good pay in this way. Send for the proposition and judge for yourself. Portraits a specialty.

The Advertising World, Columbus, Ohio.

WHEN YOU ARE IN A HURRY.
YOU WANT IT QUICK.
YOU CANNOT RISK DELAY.

THEN SEND IT TO CINCINNATI.
719 SYCAMORE STREET.
SEND IT TO THE HUSTLERS,



HENNEGAN & CO.

AND GET IT QUICK.



WE have built up our present large business largely by reason of our exceptional promptness. We saw, at the beginning, that nothing was so essential in getting and holding customers as quick action in filling orders. We jump at our order the very moment it is received. We do not rush it however. On the contrary, we exercise the greatest care in composition and presswork; but we go at the work at once, and we generally ship the same day. Bear this in mind. It may be money in your pocket the next time you get in a pinch.

We Print - -

From a Mammoth Poster to a Lady's Visiting Card.
From a Million Almanacs to a Set of Dates.
From a Dodger to a Muslin Banner.
And is all done in a careful, clean, and Painstaking manner.

We have New Faces in Wood Type.
We have New Faces in Metal Type.
We have New Fast Running Presses.
We have New Methods, New Devices.
And New Wrinkles of our own, and they enable us to do GOOD WORK QUICKLY.

Anything

THAT CAN BE PRINTED

Send for Samples and Circulars of our **"BARGAIN DAYS" POSTERS**

An Entire Outfit consists of Stands, Three Sheets, One Sheets, Cloth Banners, and Handbills. Cheap in price. Especially adapted for Shoe Dealers, Dry Goods or Clothing Houses.

Ready September 20th.

The hand-writing of most men is abominable. Perhaps yours is no exception to the rule. Please send all copy type-written, especially if it abounds in proper or geographical names and technical words. SEND it type-written if possible, but in any and all events, send it to HENNEGAN.

HENNEGAN & CO. 719 Sycamore St. CINCINNATI



Bill Posters' Paste Brushes.

The most practical Brush made. Copper wired and protected corners.

Improved Light Weight Block.

VERY STRONG, WITH SAFETY SCREWS.

GRAY RUSSIAN BRISTLES.

Quaker City, 9-inch, \$24.00 per dozen, \$2.50 each.
Excelsior, 9-inch, \$30.00 per dozen, \$3.00 each.
Extra Extra, 9-inch, for circus use, \$39.00 per dozen, \$3.75 each.

BLACK CHINA BRISTLES.

No. 1, Royal, 9-inch, \$21.00 per dozen, \$2.25 each.
No. 2, Royal, 9-inch, \$27.00 per dozen, \$2.50 each.
No. 3, Royal, 9-inch, \$30.00 per dozen, \$3.00 each.
8-foot Curved Handles, 50 cents each.

ELDER & JENKS, Brush Makers,

127 North 5th St., Philadelphia, Pa., U. S. A.

A SPECIAL OFFER

Business

The Office Paper

Send 15 Cents for a Three Months' Trial Subscription.

BUSINESS deals with Office Management, Routine and Methods, Accounting, Advertising, Economics in its relation to Finance, Transportation, Manufacturing, Commerce, Business Legislation, Credits and Collections. It is a paper every business man should have in his office.

SUBSCRIPTION \$1.00 A YEAR.

BUSINESS PUBLISHING CO.,
11 Astor Place, New York

For Coupon Book and Strip . . . **Tickets**

WRITE C. F. ANSELL,
140-142 MONROE ST. CHICAGO, O.

WATERLOO, WISCONSIN. Population 1,500.

E. E. LESCHINGER,
Bill Poster and Distributor.

Special Attention Given to Furnishing Grounds, License, and Everything Needed for Circuses, at Lowest Prices.

**WATERLOO
OPERA
HOUSE.**

Wanted: Good Attractions of All Kinds.
Write For Information.

E. E. LESCHINGER,
MANAGER.

IT'S ALL RIGHT NOW.

Louisville, Ky.

THE WAR IS OVER.

THE FALLS CITY BILL POSTING CO.

Has absorbed the Heverin Bill Posting Co., and now controls all boards and posting stations in the metropolis of Kentucky.

: SEND FOR CATALOGUE :

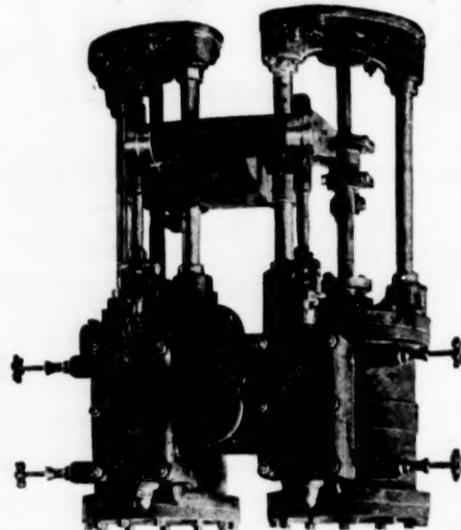
THE AMERICAN PROCESS ENG. & C.

Best Cut Makers in America!

FINEST HALF TONES: LITHOGRAPHERS ILLUSTRATIONS: BUTLER BLDG.

BEST LINE ZINC ETCHING: WOOD ENGRAVING - OF ALL KINDS: CINCINNATI, O.

J. H. HAYNES & SONS,
Sign Tacking, Sampling, Distributing, Cover 6 towns, population 14,000. Member I. A. of D. No boys—all men. 262 Mulberry Street, IRONTON, O.



The **Helleberg**
Photo Engraving Co.

Designers, Process Engravers on Copper or Zinc, Wood Engravers.

717 Sycamore Street, Cincinnati, O.

Telephone 1316.

OAKLAND, CAL. According to the census of 1870 had a population of 48,682. The police census of 1895 gave it 52,086. Experts now estimate it at 60,000. It is a good town. A residence town. A city of homes. I distribute Oakland. I have good references, and further more, I am a member of the International Association of Distributors and Will. A. Molton's Agency. Whenever you want to distribute Oakland, send the matter to **W. B. PORTER, 408 Tenth St., OAKLAND, CAL.**

When you want **OMAHA, NEB.** distributed, employ the most reliable distributors. We are registered with the Feister and Redington Lists. **FISCHER DIST. AGENCY, 4329 Locust St**

JUST SUPPOSE

That there was a machine that would make you from three to five dollars a day. would you buy it?

AS A MATTER OF FACT

There is such a machine. It makes more paste from less flour than you can well imagine. It makes better paste cheaper than you think.

Take a Minute and a Postal—write us and we will tell you all about it.

J. H. DAY & CO. 1144 R. HARRISON AVE. CINCINNATI, O.

LOS ANGELES, 120,000.

WILSHIRE POSTING CO.

H. G. WILSHIRE, Prest.

The Twin-City Bill Posting Co.,
WINSTON-SALEM, N. C.

TEN SURROUNDING TOWNS.
Population 30,000.
Bill Posting, Distributing, Sign Tacking and
General Advertisers.

First-Class Services. All Work Guaranteed,
Protected and Renewed.

W. T. PFOHL, Manager.

Office, 105 1/2 West 5th St. WINSTON, N. C.

PROFITABLE ADVERTISING!

The Advertiser's Trade Journal. Fully illustrated, bright, original, up to date. Foster department. The handsomest publication of its kind. 10c. brings a sample copy if you mention THE BILLBOARD. KATE E. GRISWOLD, Ed. and Pub., 27 School Street, BOSTON, MASS.

ITHACA, MICH. Pop. 2,500.
JAS. DONALDSON,

Member I. A. of D.
Bills posted. Samples put out. Circulars distributed. Signs nailed up. Work guaranteed.

ST. PAUL AND MINNEAPOLIS DISTRIBUTING CO.
Samples and Advertising Matter Thoroughly Distributed. W. F. SMITH, Manager. Main Office, 34 East Third Street, St. Paul.

drop a nickel

in an envelope addressed The Ad Sense Company No. 160 Washington Street Chicago and get a Sample Copy of **Ad Sense** a Journal of Advertising and Business Methods a Happy Combination of Sense and Good Printing

NEWPORT KY. the metropolis of Campbell County, and Dayton, Bellevue, and Brilliant, and 7 minor cities. Our Boards reach a gross population of 60,000. **G. H. Otting & Son** Member A. B. P. & I. A. D. York St., Newport, Ky. Sole Licensed Bill Posters in Campbell County.

CITY BILL POSTING CO.,

HARRY B. BUSSING, Manager.

NORWALK, CONN.

ACCOUNTANTS.

A monthly magazine devoted to Accounting as the vital element of business. It contains the leading papers and debates of all the Accountant's Associations, together with original inquiries and investigations. The most eminent accountants are contributors.

SCIENCE OF ACCOUNTS.
ART OF BOOK-KEEPING.

ACCOUNTANTS answers questions in higher accounting and book-keeping practice; contains independent Reviews and Criticisms of books on Accounting and Economic topics; fully illustrated; carefully printed; edited by A. O. KITTREDGE. Subscription One Dollar a year.

Accountants' Association,
Wool Exchange, New York.

H. K. APPLE, Bill Poster and General Advertiser. Satisfaction Guaranteed. Private space. Member National Association. This Association guarantees the work of all its members. Try them. 709 Philadelphia Street, INDIANA, PA.

MIDLAND ADVERTISING CO.,

JOSEPH REID, Manager.

LICENSED DISTRIBUTORS,

Members I. A. of D.

617 Grand Ave., KANSAS CITY, MO.

The E. L. Kinneman LICENSED BILL POSTING CO.

Marion, Ind.

Up-to-date Billposters, Distributors and General out-door Advertisers. Control all Boards and Advertising Space in Marion, pop. 22,000; Jonesboro, 4,000; Gas City, 5,000; Fairmount, 4,000. Total 34,000. All boards on Electric, Pan Handle, Big Four and Clover Leaf Lines. Capacity 4,000 sheets

O. P. FAIRCHILD & CO.

BILL POSTERS AND DISTRIBUTORS

24 East Fifth Street,

COVINGTON, KY.

THE DONALDSON LITHOGRAPHING CO.

Makes the very highest class of Pictorial Posters in all America. They are gem-like in their artistic excellence, and yet utilitarian in the highest degree. They are essentially POSTERS THAT PEOPLE READ.

If you are up in posters, if you have studied the various makes and compared them, you are bound to acknowledge that you never saw a Donaldson poster that was commonplace. They never look like other posters. They always possess a dominant force, a striking individuality that is all their own.

Watch the billboards, and whenever you see a poster that "sticks out" beyond its neighbors, or that attracts the eye strongly, go closer, and you will find it bears the Donaldson imprint.

Donaldson paper is always uniformly excellent, and it costs little if any more than cheap stuff. If you want to advertise anything, anywhere, at any time, use Donaldson Paper.—Write The Donaldson Lithograph Company, Cincinnati, Ohio.



FAIR MANAGERS. It is late to talk about posters for the fair, but if you are belated or have been disappointed, we want you to remember that we are the promptest shippers in America. You can wire us your order, and no matter how large it may be, we will ship it the same day that we receive it.

DRUGGISTS Can use posters to advantage, especially if you have a remedy, or line of remedies that you wish to popularize. The notion that it takes \$50,000 to create a demand for a patent medicine has been exploded by the poster. With posters you can begin small, billing at first any one town, and gradually enlarging your field as your receipts warrant. Try it and be convinced.

CONCERTS And amateur entertainments, benefit performances, charitable exhibitions, church fairs, etc. may be economically and most successfully advertised by posters. We have pictorial posters suitable for everything in this line, and are glad to submit samples and prices to persons interested therein.

RETAILERS Who cannot procure our posters through their city billposter or job printer, are invited to send us their orders direct. Write us. Give us an idea of what you want, and we will submit samples and prices by return mail. Where it is possible to deal with your billposter or job printer it is best to do, so as all the delay, annoyance and expense which wait upon mistakes and misunderstanding of technical names and phrases is avoided.

Agents and advertisers are notified herewith that we positively will not be responsible for mistakes in crosslining unless copy for same is type-written.

Address THE DONALDSON LITHO. CO., CINCINNATI.

PRINTERS Can make a right good thing out of our posters. We allow a liberal commission to all job printers. We have stock or syndicated pictorial posters, suitable for advertising all classes of retail trade, and balls masquerades, foot ball games, and entertainments given by secret societies, such as K. of P., Red Men, B. P. O. E., I. O. O. F., G. A. R., etc. Write for samples.

CHRYSANTHEMUM SHOWS Are growing more and more popular every season. Make the show a success this year by advertising it liberally with our posters. We have the finest in the market. Samples and prices free upon application. Special inducement when show is given for the benefit of charitable institutions.

BILLPOSTERS Are advised that our new posters for the Christmas season are now ready, together with many novelties for the fall season. If you have not received samples, write for them. Business will be good this fall and retailers are going to advertise liberally.



ARE YOU ONE OF THEM? THE AULT & WIBORG CO.
CINCINNATI
NEW YORK
CHICAGO
ST. LOUIS.

SANTA CRUZ, CAL. with a population of over 8,000, has one of the best bill posting and distributing plants in the state. All work personally superintended. Member of I. A. D. **L. A. DANIELS.**

Names and Addresses.

We furnish names and addresses for sending out catalogues and circulars. Buyer and seller brought together. Press clippings on all subjects. We can push your business.

Southern Press Clipping Bureau
ATLANTA, GA.

ADVERTISERS! I am still in the business and going to stay. Send all matter to me. My distributing will make it pay. Member I. A. of D. **JOHN H. JONES,** Office N. W. Cor. Mount and McHenry Streets. Residence, 1733 W. Pratt St., Baltimore, Md.

THE
INTERNATIONAL
ASSOCIATION 
 OF
DISTRIBUTORS

Controls the House to House
 Distributing in ●
486 Cities and Towns
 In the United States, Canada and Mexico

IT is growing because it always has the best man in every town.

IT is growing because it guarantees the services of its members.

IT is growing because it has won the confidence and regard of advertisers.

It is growing because it benefits its members.

OFFICERS FOR 1898-'99.

- JOSEPH REID.....President
Kansas City, Mo.
- W. H. STEINBRENNER, Rec. Secretary.
Cincinnati, O.
- O. P. FAIRCHILD.....Treasurer.
Covington, Ky.
- W. H. CASE.....Soliciting Sec'y.
Fort Wayne, Ind.
- R. S. DOUGLAS.....First Vice-Pres't.
Memphis, Tenn.
- W. C. TIRRELL.....Second Vice-Pres't.
Lima, Ohio.
- JAS. A. CURRAN.....Third Vice-Pres't.
Denver, Col.

Executive Committee.

- THOS. KAINMiddletown, N. Y.
- F. M. GROVES.....Evansville, Ind.
- L. H. RAMSEY.....Lexington, Ky.

Write any of the above officers for copies of the Revised Edition of the Constitution and By-Laws, as amended at the Chicago Convention.

Write any of the above officers for the Revised List of members, including all those admitted to date.

Advertisers who want a guaranteed service, who want the best service in every city and town in America, will send their work to I. A. of D. members.

REMEMBER.—The International Association of Distributors is the only bona-fide organization of real distributors. Do not confuse it with any of the numerous snaps, schemes and fakes, which are sprung solely to trim suckers and fools.